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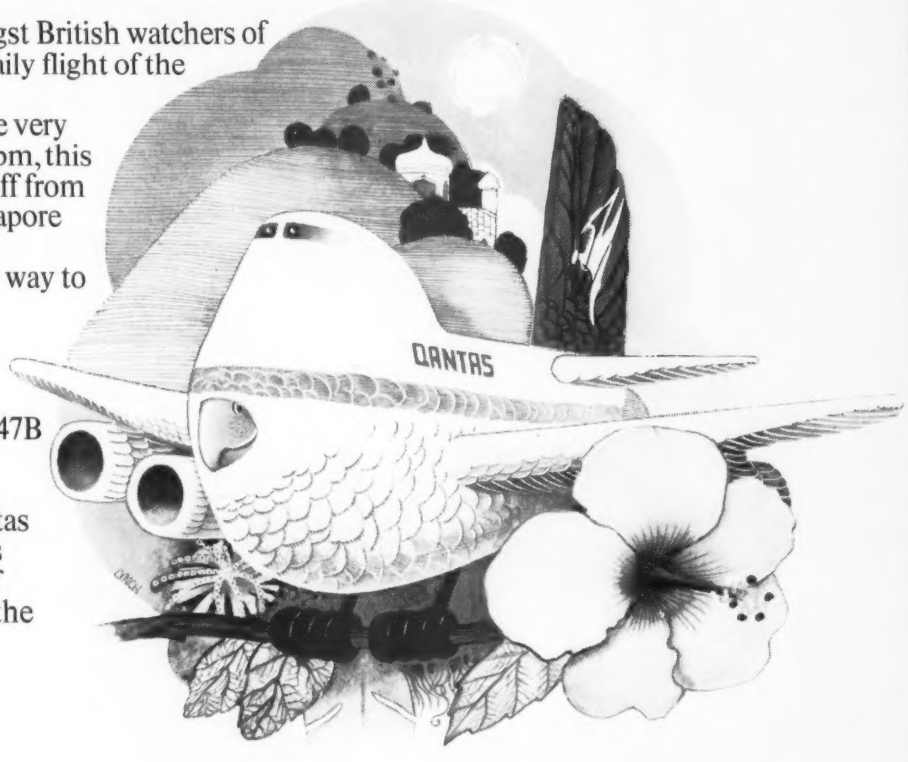

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Trade and Industry

21 January 1977

News from the Departments of Industry·Trade·Prices & Consumer Protection

The Accelerated Projects Scheme is estimated to have speeded up £640 million worth of new investment for the outlay of assistance of an eighth of this sum. The scheme is appraised on page 153.

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Home news

New framework of regulation proposed for insurance selling

A new framework of regulation for insurance selling is foreshadowed in a consultative paper published on 18 January by the Department of Trade.

On insurance broking, the government has accepted in principle the case for self-regulation on the lines proposed by the British Insurance Brokers' Council (BIBC) last year.

The government also accepts the BIBC's view that, when the new system of self regulation is brought into force, only brokers registered under it should be entitled to call themselves 'insurance brokers'.

If the Insurance Brokers (Registration) Bill, introduced by John Page MP contains provision to achieve this, the government will support it in principle.

The consultative paper also contains tentative proposals for improving control of insurance agents and envisages that insurance policies could eventually be sold only by:

Brokers registered with the new registration body;
Insurance companies and their employees;
Agents of named insurance companies or registered brokers working within the terms of their agency.

The government, says the document, is seeking comments or alternative proposals. The end of March is the deadline for written comments.

The current situation

The document points out that there is no statutory control over the activities of insurance brokers or agents.

The British Insurance Brokers' Council (BIBC) has 3,000 members and estimates that there are a further 6,000 who call themselves brokers.

It is estimated that brokers place some 50 per cent of UK domestic insurance business (excluding industrial life insurance). The balance is sold by companies direct or through agents.

Why a consultative document?

Insurance, the document says, is both an essential and complex product. It is therefore important that those selling insurance should be knowledgeable and trustworthy.

But recently, it is stated, there has been a growing concern at the lack of distinction between the independent broker and the agent who is tied to the one or more companies whose policies he promotes.

While regulations, effective from last October, require sole agents of insurance companies to disclose their relationship with the company when selling insurance, they do not require the disclosure of all agency arrangements.

The document says there has also been concern about the ease with which anyone can set up business as an insurance broker – whatever his knowledge or experience, financial resources or training; and about the high-pressure sales techniques used by the agents of a smaller number of life companies.

Brokers

The document says that the government has considered introducing a state licensing system for brokers. But though this might have some attractions, the government does not currently have the access to officials with the expertise and knowledge of broking which the BIBC does. Additionally, the government is reluctant to sanction any further demands on public expenditure.

Therefore, a state licensing system is ruled out – unless it proves impossible for the brokers themselves to achieve a satisfactory system of regulation. But, the document stresses, any plan for self-regulation which allowed the present system to continue unaltered, would not be acceptable. The government considers the BIBC's proposals for a registration committee could be the basis for a practical and effective system, but, says the document, the details need further debate and elaboration.

The government also believes, the document says, that such a system should have statutory backing enabling the title 'insurance broker' to be reserved for brokers registered by an organisation approved by the Secretary of State for Trade.

John Page has presented a private member's bill 'to provide for the registration of insurance brokers and the regulations of their professional standards etc'. The government is in principle willing to support such a bill, provided that there is full consultation on the scheme proposed before the title 'insurance broker' is reserved to registered brokers. The bill is due for its second reading in the House of Commons on 28 January.

Agents

The document says that the government has rejected the idea of setting statutory standards for agents because of the wide variety of agents retained by insurance companies, and, again, the high cost of such a scheme.

Therefore the government thinks that an insurance company should be made responsible for an agent's conduct in carrying out the terms of his agency agreement with the company. Insurers would then need to consider whether they should be more selective in their choice of agents or train them better. This would also mean that insurance should not be sold by agents except within the terms of such an agency agreement.

Future control of intermediaries

The new controls on brokers and agents which the document foreshadows point, it says, to a new framework of control over the whole field of insurance selling.

The prospective purchaser of insurance needs to know that the salesman is either a qualified and reliable independent adviser, or answerable to an identifible insurance company. It would be an offence for any other class of person to sell insurance.

Says the document: 'the government believes that such a scheme would strike a reasonable balance between the interests of insurers in maximising their sales outlets and of consumers in knowing that the intermediaries they deal with are experienced and dependable people'.

The BIBC proposals

Under the proposals made by the BIBC the council would form a registration committee and those wishing to describe themselves as 'insurance brokers' would apply to the committee for their names to be entered on a register.

Applicants would need to satisfy the committee that they had the necessary experience and technical qualifications, that their business was financially sound and that they were willing and able to adhere to the code of conduct and discipline laid down by the committee.

The consultative document is published as House of Commons paper 6715 by HMSO, price 45p.

Clearance of merger proposal

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has decided, on the information at present before him, not to refer the proposed merger between Hestair Ltd and Spear and Jackson International Ltd to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973.

Three new Nedo nationalised industry background papers

Three background papers to Nedo's study of UK nationalised industries have been published.* They are: Price behaviour; Relationships with other sectors of the economy; Exports and imports.

Background paper no. 5 on Price behaviour which contains detailed statistics and charts, says that a retail price index of nationalised industry product prices between 1960 and 1975 has risen much faster than an index of total retail prices – by 8.4 per cent per annum compared with 7.2 per cent per annum for the total retail price index. Even so the nationalised industries contribution as a percentage of the total increase in retail price inflation was only about 8.5 per cent, reflecting the share of nationalised industry products in total consumer expenditure. Over the same period a price index of nationalised industry outputs purchased by manufacturing industry increased less rapidly than those of total basic materials and fuel purchased by manufacturing.

During the 1960s target rates of return set by governments for nationalised industries were usually attained. Between 1970 and 1975, however, the targets were rarely achieved, the major reason for this being price restraint. The report says 'the paradox is that, on the one hand the government sets financial objectives for the nationalised industries to attain and on the other, by using price controls to bring down the rate of inflation, it was primarily responsible for the non-attainment of these targets. Although the government has compensated the nationalised industries, the latter believed that compensation was inadequate; it covered the losses but did not make up for the profits which would have been earned and was no substitute for pricing policies that were realistic in a commercial sense. One inevitable result of price restraint then was a considerable reduction in self financing which had to be made good by increased borrowing.'

Discussing the question of subsidies to nationalised industries, the report says that these may help to mitigate wage and price inflation. Possible less desirable effects are:

1 Increase in public expenditure which may have to be financed by rises in interest rates as a possibly inflationary increase in the money supply.
2 Misallocation of resources if subsidies are used to maintain activity in an inefficient sector. They may also cause lapses in management rigour.
3 Subsidies, if financed by increases in taxation, may lead to increased wage demands.

Background paper no. 6 – 'Relationships with other sectors of the economy: the evidence of input-output analysis' examines the destinations of the output and the sources of the inputs of six of the major nationalised industries in considerable statistical detail, using the information in the input-output tables.

The study indicated that the nationalised industries are particularly important as suppliers of intermediate products to other industries. Sales to private consumers are also more important than for the average manufacturing industry – in 1971 over 50 per cent of the output of gas, electricity, coal, railways and ports and telecommunications were directly and indirectly to personal consumers, whereas the average for manufacturing was below 40 per cent. Iron and steel output is directed particularly towards fixed investment and exports.

The report also shows the sources of direct and indirect inputs to the nationalised industries, showing the relative importance of employment income, gross profits and other primary inputs. The nationalised industries are more important as suppliers of intermediate products to other industries than as purchasers of their products. The report traces these interrelationships between industries on current account in considerable detail.

The six industries studied depend closely on one another. 13.2 per cent of the purchased inputs of non-nationalised industries were supplied by nationalised industries although 27.6 per cent of the purchased inputs of nationalised industries were supplied by other nationalised industries.

Background paper no. 7 is 'Exports and imports'. British Airways and the British Steel Corporation are both major foreign exchange earners and large importers. In the case of airways, foreign earnings represent over half of total receipts and net foreign exchange earnings have varied between 20 per cent and 28 per cent of gross output since 1960. Steel is notable for the role it plays as an indirect exporter supplying inputs to other major exporting industries. The steel industry's share of exports in output is slightly less than the average of all manufacturing but well above the manufacturing average when indirect exports are also considered.

Both direct and indirect imports by the steel industry are roughly the same as the all manufacturing average. The trade balance ratio for iron and steel has fallen from +0.6 to −0.1 over the period studied indicating that the gap between exports and imports of steel have moved from a trade surplus to a deficit. The report also suggests that there has been a deterioration in the international competitiveness of the UK steel industry over the period covered.

The coal, gas, electricity, railways and posts and telecommunications industries are neither major direct exporters nor importers. Though not major direct exporters, the industries produce goods and services that are important inputs into other industries that are major exporters. A measure of this is given in the report which shows the share of direct plus indirect exports in output to be considerably greater than the share of direct exports alone. Even so the total direct and indirect share of both exports and also imports remains at about one-third to one-half of the average of all manufacturing industry. Some of the industries also make an impact on exports and imports through the specification and timing of orders for capital goods. Industries such as coal and gas are significant producers of import substitutes.

* *A study of nationalised industries, Background papers: No. 5 – Price behaviour; No. 6 – Relationships with other sectors of the economy* both available price £1.50 each; £1.69 postage paid; *No. 7 – Exports and imports* available price 75p; 90p postage paid from NEDO Books, 1 Steel House, 11 Tothill Street, London SW1 9LJ.

Surplus on current account in December trade figures

A surplus of £21 million is recorded in the current account of the UK's trade figures for December.

The deficit on trade in goods (£179 million) was the second lowest of the year (£19 million in March). Exports reached another record – £2,362 million, with volume up 4½ per cent – and imports fell by £193 million, with volume down 7½ per cent. Invisibles were estimated to have a favourable balance of £200 million.

About half the £330 million improvement on November's high trade deficit was due to improvements in erratic elements – oil and ships. But there was an encouraging increase in the volume of exports of manufactures, excluding these items. There was a healthy surplus on 'non-oil goods' of £153 million.

Details are given in the statistics section. See page 206.

Gerald Kaufman reaffirms government commitment to industrial democracy

Gerald Kaufman, Minister of State, Department of Industry, reaffirmed on 15 January the government's commitment to industrial democracy. Speaking in Staffordshire, he said that industrial democracy was not just about joint representation of workers and management on company boards nor the development of machinery for joint decision making throughout an industry – though both of these were vital aspects of industrial democracy. 'It goes much wider than that. It is an integral part of the government's whole industrial approach – our belief in progress by consent rather than confrontation.'

Industrial democracy was an economic as well as a social and political necessity, he said. 'The country's economic recovery must be based on the regeneration of industry. That regeneration will be greatly assisted by the direct involvement of workers in solving the problems of their industries.' Mr Kaufman said that 'even now in the 1970s, the work place is for many people an authoritarian environment, altogether out of keeping with the democratic freedoms which they enjoy the rest of their lives. Industrial democracy is intended to put this right'.

The minister also emphasised the government's commitment to regenerate British industry through its industrial strategy. The first round reports from the sector working parties established under the strategy had, he said, 'gone a very long way towards identifying the growth areas and constraints facing industry and had resulted in some 340 recommendations for stimulating industrial and economic growth. The government is responding positively to these reports and the reaction of the TUC and CBI, individual trades unions and companies, has been very encouraging'.

'The government's objective is to achieve long term sustained growth and it has been necessary to take hard decisions in order to make the funds available for industry. But the strategy is already having the beneficial effects which will ensure this future prosperity.'

Wilson Committee on City Institutions invites evidence

The Wilson Committee, set up by the Prime Minister to review the functioning of financial institutions, is inviting members of the public to submit evidence.

This was decided at the first meeting of the committee on 19 January. Hearings of evidence will normally be held in private. The committee will consider further the question of whether, and what evidence should be published.

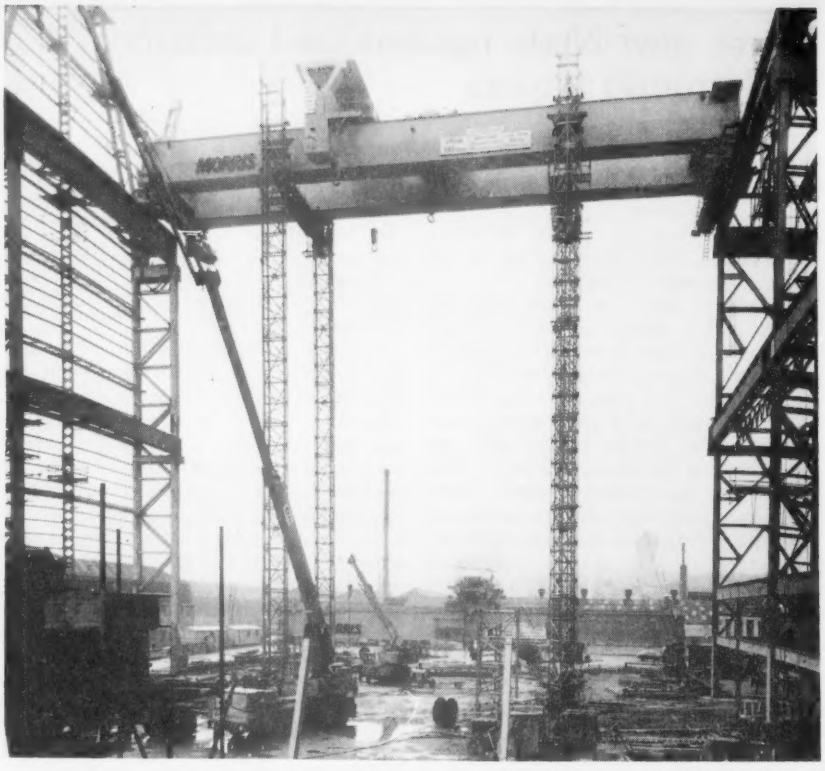
Sir Harold Wilson said that, in addition to talking to collective groups in the City and to associations and industrial bodies like the CBI, the committee will also want to take evidence from individual financial houses and to meet the financial institutions, initially on an informal basis.

The committee hopes to produce shortly a list of the bodies which it will wish to invite specifically to give evidence, together with an indication of the ground which the evidence should cover.

Professor P. G. Moore, deputy principal of the London Business School, and David Bruce of Cazenove and Co, stockbrokers, have been appointed to act as consultants to the committee.

Inquiries

Communications should be addressed to Brian Hudson, secretary, Committee to Review the Functioning of UK Financial Institutions, 54 Parliament Street, London, SW1 (01-233 7333 or 7095).



The first of four 130-ton capacity electric overhead travelling cranes to be erected at Cammell Laird Shipbuilders Ltd, Birkenhead. This crane, designed and built by Herbert Morris Ltd, Loughborough, weighs 310 tons and is said to be the first of this size to be erected in one piece in the UK.

Insurance Companies Act 1974: authorisations and revocations

The following authorisations to carry on insurance business in Great Britain were issued by the Secretary of State for Trade under Section 3(1) of the Insurance Companies Act 1974 during the period 1 to 31 December 1976.

Name of insurer, registered office or address in Great Britain	Country of incorporation if outside Great Britain	Date of authorisation	Class or classes of insurance business for which authorisation was issued
New Hampshire Insurance Company 14 Fenchurch Avenue London EC3M 5BP	USA	31.12.76	MV, PA
St Katherine Insurance Company Ltd Minet House 66 Prescot Street London E1 8BU	—	17.12.76	MAT, PA

The following authorisations to carry on insurance business in Great Britain were revoked by the Secretary of State for Trade under Section 9 of the Insurance Companies Act 1974 during the period 1 to 31 December 1976.

Name of insurer, registered office or address in Great Britain	Country of incorporation if outside Great Britain	Date of revocation	Class or classes of insurance business for which authorisation was revoked
Eagle Star Insurance Company of Canada 12/13 Lime Street London EC3	Canada	7.12.76	MAT

Classes of business:

I	Industrial assurance business
LIAB	Liability insurance business
MAT	Marine, aviation and transport insurance business
MV	Motor vehicle insurance business
OLT	Ordinary long-term insurance business
PL	Pecuniary loss insurance business
PA	Personal accident insurance business
PROP	Property insurance business

US/UK charter flight services

The memorandum of understanding between the United States and the United Kingdom under which the two countries approve applications for charter flights, expired at the end of 1976, and negotiations for extending it have not achieved agreement.

This means that it is for each country to decide what charters it will or will not accept.

The Department of Trade has decided to continue to approve charters as if the memorandum of understanding was still in force, provided the Americans do the same. In addition, the department will accept advance booking charters (ABCs) originating in the United States from 1 April. The UK welcomes this charter category which, although new to the United States, has already become firmly established in this country.

Previously, transatlantic ABCs have been subject to a 60-day advance booking period (55 days advance listing). However, the Department of Trade will accept US-originating ABCs with a 45-day advance listing period. The Civil Aviation Authority's recent decision to reduce the advance listing period for UK-originating ABCs to 45-days brings them into line.

ABC flights of US origin will need to comply with UK rules which prohibit the substitution of passengers except from a standby list and require a minimum period of stay of 14 days in summer and 10 days in winter. Following agreement reached by the member states of the European Civil Aviation Conference (ECAC), similar conditions will apply elsewhere in Europe to flights from the US.

To assist the successful establishment of new American ABCs, the UK is extending the pre-listing period for US affinity group charters – which both countries are anxious to phase out as soon as possible – from 30 days to 45 days so that the advanced listing period is the same for both these and ABCs. This is the only exception to the 1976 arrangements.

Applications for changes in domestic air fares

The Civil Aviation Authority has received applications for changes in domestic air fares to be effective from 1 April and 1 November 1977.

The increases applied for vary from route to route but range from 5 per cent to 15 per cent on one-way and excursion return fares on most routes with effect from 1 April, and all inclusive tour fares with effect from 1 November 1977.

British Caledonian Airways have applied to increase the London-Edinburgh/Glasgow first class one-way fare from £39 to £43, the tourist one-way fare from £26 to £29, the shuttle standby fare from £15 to £17 and to delete the Gatwick differential fare. British Caledonian also seek to introduce two new weekday off-peak fares, one available to 'senior citizens' at a discount of 50 per cent and the other a year round excursion return fare at the same level as the winter weekend fare.

British Airways have applied to increase the first class one-way fare from £39 to £42, the tourist one-way fare from £26 to £28. They have asked that the Shuttle standby fare should remain at £15. They also ask that the Gatwick discount fare be increased from £24 to £26.

London-Belfast

British Airways have applied for a £2 increase on all London (Gatwick and Heathrow) fares except Heathrow-Belfast on which route they have applied to increase the tourist one-way fare from £27 to £28, and the Gatwick-Belfast tourist one-way fare from £25 to £26. They also seek a shuttle standby fare of £15 on Heathrow-Belfast.

British Midland Airways have applied to reduce the Gatwick-Belfast fare from £25 to £23 and the excursion return fare from £39 to £38 and £34 to £33.

Other routes

Applications for increases on other domestic routes have been received from Air Anglia, British Airways, British Island Airways, British Caledonian Airways, Dan-Air Services and Loganair. These range between 3 per cent and 15 per cent. Full details of these changes are given in the authority's *Official Record*, Series 2.

Public hearing

The applications will be considered by the authority at a public hearing to be held on 22 February 1977.

With the help of appropriate diamond tooling, Specialised Mouldings Ltd of Huntingdon, recently completed a unique 1/36th scale, operational model of the original 83,000-ton liner *Queen Elizabeth*. Magnificently modelled to exhibition standards in glass-reinforced plastics, the 30 ft long reproduction weighing 2¼ tons with ballast, was constructed for Leisure Sport Ltd, for whom it will form a visitor attraction to the company's Thorpe Water Gardens at Egham, Surrey. The workman here is shown using a router bit electroplated with De Beers EMB natural diamond. Tools like this provided a ready means of forming to precisely detailed shapes.

Marine survey fees

The Department of Trade has made the Merchant Shipping (Fees) (no. 2) (Amendment) Regulations 1976 (SI 1976 no. 2205), which came into force on 17 January. They prescribe fees

for the inspection of crew accommodation in fishing vessels, consequent upon the introduction of requirements relating to such accommodation in the Merchant Shipping (Crew Accommodation) (Fishing Vessels) Regulations 1975 (SI 1975 no. 2220); and

for the inspection of provisions and water required to be provided under the Merchant Shipping (Provisions and Water) Regulations 1972 (SI 1972 no. 1871) and the Merchant Shipping (Provisions and Water) (Fishing Vessels) Regulations 1972 (SI 1972 no. 1872).

Copies of the regulations are available in the usual way from HMSO. Details of the new fees may however be obtained from the Marine Survey Offices.

Lifting an Alcad RV64 battery from its Wingrove and Rogers BEV locomotive at British Steel's Shotton Works in North Wales. British Steel recently invested some £70,000 in eight of these powerful nickel cadmium alkaline batteries as part of a £20 million development programme.

Gas royalties expected to be over £20m for 1976

Gas royalties of around £70 million have been received by the government on offshore gas production in the nine years between 1967-68 and 1975-76. A further £21.4 million gas royalties are expected in the present financial year.

Dr J. Dickson Mabon, Minister of State for Energy gave this and other information on gas royalties in a parliamentary answer on 14 January.

Dr Mabon was replying to Brian Sedgemore (Luton West) who had asked the Secretary of State for Energy what had been the value of North Sea gas royalties in each year that they have been payable (a) on a receipts basis and (b) on an accruals basis; and for the estimated value on both bases for 1976-77.

He said: 'Gas royalty accrues in respect of six-monthly chargeable periods ending on 30 June and 31 December in each year, and payments are due within two months of those dates. Accruals, therefore, relate to calendar years whereas receipts fall into financial years. Separate accrual figures are not available for years before 1972-73 when the method for ascertaining admissible conveying costs was settled. The figures are as follows:

	£m
Royalty received in financial year 1967-68	0.3
Royalty received in financial year 1968-69	1.3
Royalty received in financial year 1969-70	1.5
Royalty received in financial year 1970-71	3.4
Royalty received in financial year 1971-72	6.3
Royalty received in financial year 1972-73	10.5
Total	23.3
Royalty accrued to 31 December 1972	23.8
Royalty received in financial year 1973-74	12.1
Royalty accrued for year to 31 December 1973	12.4
Royalty received in financial year 1974-75	15.4
Royalty accrued for year to 31 December 1974	15.8
Royalty received in financial year 1975-76	19.4
Royalty accrued for year to 31 December 1975	19.5
Estimated royalty receivable in financial year 1976-77	21.4
Estimated royalty accrued for year to 31 December 1976	20.0

Is corrosion eating your profits?

'Is Corrosion Eating Your Profits?' is the title of a seminar to be held at the Centre Hotel, Cardiff, on 2 February 1977. The seminar will be concerned with the avoidable costs of corrosion as a management problem closely bound up with the profitability of a company.

Breakdown and maintenance costs in a company caused by unexpected corrosion can reach many thousands of pounds. Corrosion of products can alienate customers. The seminar will describe examples of unexpected failures caused by corrosion, some with a quite simple cause, others complex. It will present also the sort of thinking and calculations of costs that should be adopted to avoid breakdown during the desired life of a product. Technical matter will be introduced only to the extent needed to illustrate the economic benefits of better corrosion control.

The seminar is one of a series organised by the Department of Industry through its committee on corrosion.

The role of advisory services available to industry, which offer guidance when a particular problem requires specialist attention, will be described by Dr G. P. Rothwell, head of the National Corrosion Service at Teddington.

Further details can be obtained from the Secretariat, Committee on Corrosion, Department of Industry, Room 540, Abell House, John Islip Street, London SW1P 4LN, tel. 01-211 5996.

More industrial land on Merseyside

The Department of Industry has bought 21 acres of land at Lea Green Road, St Helens for industrial development. The department will encourage new investment there, possibly in the form of further advance factories or by leasing parts of the site to manufacturing companies. Companies can either build their own premises or apply for government factories, purpose-built to their own specifications.

Industrial innovation – the way to economic revival?

The CBI, the Council of Engineering Institutions and the Institute of Patentees and Inventors want to see Britain's creative and inventive talents turned into industrial innovation. To stress the urgency, examine the advantages and unfold the methods and requirements of innovation, these organisations have arranged a joint one-day conference which will be opened by the Secretary of State for Industry, Eric Varley.

The chairman of the conference will be Sir Monty Finniston and the four speakers are: Terence Price, secretary general, The Uranium Institute, discussing 'Innovation: an economic imperative'; Sir Alastair Pilkington, 'The management of human resources'; John Bowler, president, UK Chapter, Licensing Executives Society will talk on 'Sources of innovation other than own R and D'; and Dr F. E. Jones, president, Engineering Industries Association will speak about 'The financial environment'.

The conference will open at 0945 and close at 1730 hours on Wednesday, 16 March 1977, at the Royal Garden Hotel, Kensington and the cost is £40 per delegate, including lunch and VAT.

Booking forms with programme can be obtained from the conference secretary, IPI, 165 Queensway, London W2 4SB.

Pay policy inquiries – new telephone number

The telephone number of the section of the Department of Employment which gives general advice and guidance about the government's pay policy has been changed to 01-214 3030.

More detailed advice on the application of the policy in particular cases can be obtained by writing to the Department of Employment, Incomes Division, Rex House, 4-12 Regent Street, London SW1Y 4PN.

Do you know all you should about investment aid in the Areas for Expansion?

Government incentives in the Areas for Expansion

A wide range of Government investment incentives is available to manufacturing companies moving into or already located in the Areas for Expansion. These Areas cover a large part of the country (as shown in the map). They include traditional industrial centres with new growth opportunities and they all offer considerable scope for development and expansion.

The investment aid which may be available to your company includes:

1. **Capital grants of 20% or 22% for new buildings and, in many places, for new plant and machinery.**
2. **Loans on favourable terms *or* interest relief grants.**
3. **Factories with rent-free periods up to 2 years; options to purchase at favourable terms; low rentals.**
4. **Removal grants: up to 80% toward costs of moving into the Areas.**

What about your Company?

If you are already established in one of the Areas for Expansion, or if you set up a plant there for the first time, you can benefit from these investment aids.

What to do now

Shouldn't you know more about the investment aid available to your company? Send off the coupon for our free booklet, or telephone your nearest Industrial Expansion Team now.

London tel: 01-211 6486

24-hour answer-service for booklet enquiries only: 01-834 2026

Scotland. Glasgow, tel: 041-248 2855
Wales. Tel: Cardiff 62131 (STD code 0222)
Northern Region. Tel: Newcastle upon Tyne 24722 (STD code 0632)
North West. Manchester, tel: 061-236 2171
Yorkshire & Humberside. Tel: Leeds 443171 (STD code 0532)
East Midlands. Tel: Nottingham 56181 (STD code 0602)
West Midlands. Birmingham, tel: 021-632 4111
South West. Tel: Plymouth 21891 (STD code 0752) or Bristol 291071 (STD code 0272)
London & South East. London, tel: 01-603 2060 Ext 221
Eastern Region. London, tel: 01-603 2070 Ext 359/360
Northern Ireland. Tel: Belfast 34488 (STD code 0232) or London 01-493 0601

Send for details

To: The Industrial Expansion Team, Department of Industry, Millbank Tower, London SW1P 4QU
Please send me full details of the benefits available in the Areas for Expansion.

Name _____ Position in Company _____

Company _____ Nature of Business _____

Address _____

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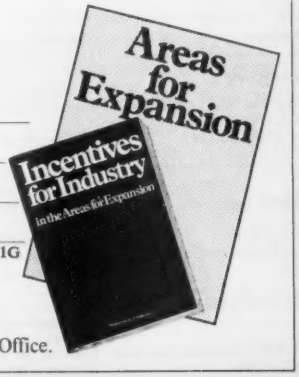


The Areas for Expansion

ISSUED BY THE DEPARTMENT OF INDUSTRY
in association with the Scottish Economic Planning Department and the Welsh Office.

ENCIRCLE TI 352 ON PAGE 215 FOR FURTHER INFORMATION

Price Commission interventions during December

During December 1976 the Price Commission rejected five notifications of price increases from manufacturing and service companies in categories I and II. In another 10 cases the companies concerned withdrew their notification of intended increases and in 47 cases the extent of the increase was reduced by the commission. See lists below.

Following inspection of records kept by enterprises in category III, the commission's regional offices secured the agreement of 146 distributors, 11 manufacturers, five service enterprises, three professional enterprises and four construction enterprises to make price reductions amounting to £4.89 million in order to eliminate excess gross or net profits. In addition, the regional offices secured a total of 82 individual voluntary price reductions following investigation of complaints about prices increases.

Notes

The Price Commission may intervene to reject or modify notifications submitted by category I and II enterprises at any time during or after the 28 day period which must elapse before the increase can be implemented.

Announcements about price increases where the Price Commission has not intervened are the responsibility of the company imposing the increase. The inclusion of an item in the lists of rejections or withdrawals does not preclude subsequent re-submission.

In some cases a company may submit a single price increase notification involving a range of products. If some items within the range are subject to intervention, the whole notification, for statistical purposes, is treated as a modification.

Rejections

Company	Product	% increase sought
Category I		
The Hamlyn Publishing Group Ltd	Non-fiction illustrated books	3.02
Category II		
Arthur Bell and Sons Ltd	New whisky fillings	20.60
British Enkalon Ltd	All products (man-made fibres, cable and wire)	38.33
Fine Lady Bakeries Ltd	Bread	5.29
Inver House Distillers Ltd	Cased whisky, gin and vodka	Not quantified

Withdrawals

Company	Product	% increase sought
Category I		
Alcan (UK) Ltd and Alcan Booth Industries Ltd	Primary ingots	5.35
	Fabricated products	5.56
Birds Eye Foods Ltd	Frozen foods	3.30
C. M. Churchouse Ltd	Lighting fittings	0.70
International Computers Ltd	Maintenance of electronic data processing equipment	12.87
Reed Paper and Board (UK) Ltd	Standard and lightweight newsprint	16.50
Category II		
Farley Health Products Ltd	Milk products	16.34
	Baked and cereal products	1.13
Fine Lady Bakeries Ltd	Confectionery and morning goods	4.57
Harcostar Ltd	Garden products (ornaments, butts etc)	17.00
Hercules Powder Co Ltd	Hydrolised protein, 'Soy Sauce no. 4' and 'Protex' range	Not quantified

Modifications

Company	Product	% increase sought	% increase after modification
Category I			
Aeroplane and Motor Aluminium Castings Ltd	Non-ferrous castings	4.36	4.34
The Boots Co Ltd	Range of toiletries, cosmetics, etc, (except the item shown below)	1.76 to 10.77	1.76 to 10.77
	'Jade East' deodorant stick	3.80	Nil
Cadbury Ltd	Chocolate and sugar confectionery	17.58	16.93
Conoco Ltd	Refined petroleum products	27.20	12.06
Esso Petroleum Co Ltd	Refined petroleum products, associated goods and services	15.64	10.51
GEC Diesels Ltd	Component parts and service work relative to diesel engines	9.15	7.26
Granada Motorway Services	Catering tariffs	8.87	7.46
Hygena Ltd	Kitchen and bedroom furniture: 'White Space' 'Hygena 2000' 'Continental' 'System 70' 'Quick Assembly'	22.68	4.50
Milk Marketing Board	Cheddar, Cheshire and other territorial hard cheese	5.94	5.43
Rubery Owen Conveyancer Ltd	Hourly rate charged for servicing fork trucks	12.84	12.72
Ruston Diesels Ltd	Diesel engine spares	10.36	8.72
Tate and Lyle Transport Ltd	Transport charges	8.66	7.19
Texaco Ltd	Refined petroleum products	11.68	10.65
Total Oil Great Britain Ltd	Refined petroleum products and ancillary services	8.76	7.11
C. Townsend Hook and Co Ltd	Fineblade coated paper	11.30	8.98
United Biscuits Ltd	Biscuits, crisps and processed nuts	9.20	9.00
Whitbread and Co Ltd	Wholesale beer	0.02	0.01
Category II			
ABC Weekly Advertiser Ltd	Advertising rates	9.61	8.98
Armco Ltd	Steel culverts and guard-rail	22.85	16.57
BTP Tioxide Ltd	Ferric sulphate	10.00	9.82
	Titanium tetrachloride	7.53	7.32
Borg-Warner Ltd	Automatic transmissions	15.00	12.20
Cameron Iron Works Ltd	Ball valve products	15.35	12.75
Carr's Flour Mills Ltd	Pre-packed flour	10.13	9.81
Coats Bros and Co Ltd	All products of the ink division	13.21	9.71
Desmo Ltd	Motor accessories and picnic equipment	11.12	8.88
Driver Southall Ltd	Weighing machines and servicing	6.67	5.73
Givaudan and Co Ltd	Aromatic chemicals	26.62 (reduction) to 45.29 (increase)	26.72 (reduction) to 45.11 (increase)
	Perfumery compounds	9.72	9.56
Golden Ltd	Range of hair and sun tan preparations	9.50	9.10
International Chemical Co Ltd	Pharmaceutical and toilet preparations	6.33	6.29
Inver House Distillers Ltd	Cased whisky, gin and vodka	42.83	36.90
Irwell Corrugated Paper Co	Corrugated board and globular embossed paper	5.29	5.06
Link 51 Ltd	Personalised lockers	5.86	5.65
Portals Water Treatment Ltd	Carboxylic ion exchange resins	17.52	16.98
Sandoz Products Ltd	Group related chemical products being 100% of Basle dyestuff product range	13.96	13.86
The Sanitas Trust Ltd	Gripe water and other baby products	8.10	7.90
	Elkol flake	14.40	14.10
	Toilet soap	6.30	6.10
	Toothpowder and dental cleaners	10.00	9.60
Shropshire Star Ltd	Advertising rates	5.42	5.03
F. and G. Smith and Crisp Maltings Ltd	Malt	32.61	32.54
Sterling Coated Materials Ltd	Coated and laminated papers, films and foils	8.00	7.78
Tenneco Chemicals Europe Ltd	Range of organic phosphates	7.85	7.67
Weetabix Ltd	Breakfast cereal biscuits ('Weetabix')	10.95	10.82
	Muesli ('Alpen')	14.47	14.04
Wilmot Breeden Ltd	Bumper bars and overriders	7.60	7.41

ACCELERATED PROJECTS

John Chapman, of the Department of Industry's Industrial Development Unit, outlines the impetus given to industrial development by the Accelerated Projects Scheme. Examples are given of three firms which took part in the scheme.

The powers to provide Selective Financial Assistance, following their inception in the Industry Act 1972, were initially used principally to encourage investment in the Assisted Areas, and the scrutiny of proposals concentrated on the capability of the company and the project to provide employment benefits. With the sharp increase in companies confronting financial difficulties during the extreme economic climate of 1975, the range and penetration of appraisal techniques were extended to embrace the viability of major and complex businesses. These severe economic circumstances also led to a serious fall in the level and intentions of industrial investment, with a postponement of many prospective and worthwhile capital projects. Against this background, the Accelerated Projects Scheme was drawn up to encourage companies to bring forward major projects that would otherwise have been deferred.

This approach represented a further refinement of selective financial assistance techniques in focusing upon projects marginal to the existing investment plans of companies. When the scheme was introduced in April 1975, the scale of eligible projects was therefore stringently defined to enable the department to gain experience of this approach. This limitation was subsequently relaxed as experience was gained, and in the autumn of 1975 an extensive promotional effort was mounted against the criteria that projects would have to be commercially viable, benefit the balance of payments, start before 30 September 1976, and normally involve costs in excess of £0.5 million. The scale and form of assistance was to be negotiated in each case as the minimum necessary to advance the project.

As a result, in the first six months of 1976 over 250 applications were received, and the total reached 350 by 31 July 1976 when the scheme was closed to further applications. Following appraisal by the Department of Industry and the submission of all cases to the Industrial Development Advisory Board, offers totalling £84 million have been made for 120 projects, involving investment totalling £640 million. Apart from three cases of loans totalling nearly £6 million, all assistance has been in the form of Interest Relief Grants.

Impact of the scheme

Orders for plant, equipment and building

The projects will lead to orders worth over £400 million being placed with the UK construction industry, and plant and equipment manufacturers. This impact is already well advanced, since about half these orders have been placed. Much of the activity flowing from these orders will arise in Assisted Areas; for example, in Scotland and the Northern Regions were process plant manufacturers are concentrated.

Manufacturing capacity

Manufacturing capacity will be expanded and modernised. About a third of the projects concern products which have been identified as potential bottlenecks, such as diesel engines, electric motors, pistons and bearings.

Balance of payments

Projects were examined for their export and import-substitution potential: as they come on stream during 1977-80, the benefits to balance of payments will steadily increase to reach an annual level of some £500 million.

Employment effects

The impact on employment is taking several forms:

1 orders generated by the projects among UK sub-contractors will provide the equivalent of some 70,000 man-years of activity, arising particularly in 1976-78 and in many sectors where demand is depressed;
2 when the projects come on stream, a total of some 13,000 permanent jobs will be created;
3 new investment introduced at existing plants will help to make the facilities as a whole more efficient and so strengthen and preserve existing employment.

Phasing of investment and assistance

Interest relief grants are in effect direct payments that replace the subsidy element of a loan at concessionary interest rates. Payments are made when agreed proportions of capital expenditure have been defrayed, so then investment generally precedes payments by government. The following overall pattern is expected to result:

£ million

	1975	1976	1977	1978	1979	1980 or later	Total
Fixed capital expenditure	5	120	175	140	50	5	495 (1)
Assistance	—	5	25	25	15	10	80 (2)

(1) Fixed capital expenditure amounts to £495 million of the total project costs of £640 million, the remainder being working capital.
(2) After allowing for repayment against loans.

Projects supported

The investment value of projects ranged from £0.5 million to nearly £80 million, as follows:

Project Scale (£ million)	Number
0.5 to 2.5	70
2.5 to 10.0	35
10 to 25	8
25 to 50	4
50 to 80	3

Distribution by industrial sector

The distribution of projects among industrial sectors has been:

Sector	Projects	Assistance	Project costs (£ million)
Mechanical Engineering	31	15.5	94.1
Chemicals and allied	23	15.2	196.9
Electrical engineering	13	3.4	29.5
Food, drinks	13	2.3	26.6
Vehicles and components	9	7.5	66.8
Metal goods	8	1.8	14.3
Metal manufacture	7	4.4	32.3
Pottery, bricks, glass	6	2.5	21.6
Petroleum	2	20.2	143.9
Other	8	1.5	14.9
Total	120	84.3	640.9

The mechanical and electrical sectors accounted for over a third of the projects, with the largest in cost being in the petroleum and chemical industries. The industrial context of the proposals was an important factor in deciding the priority between projects, and 42 were in sectors where capacity constraints had been experienced or were identified as potential by sector working parties under the government's industrial strategy. In addition, the petroleum projects will contribute towards balancing UK capacity for cracking fuel oil into gasoline and light distillates.

Regional distribution

The total assistance under the scheme is evenly split between the Assisted and Non-Assisted Areas. While employment creation was not a specific requirement under the scheme, greater incentives than could be offered under normal section 7 selective assistance could be made available to attract capital intensive projects valuable in establishing the industrial balance of a locality, to the Assisted Areas. The distribution by country or region is:

£ million

Country/region	Projects	Assistance	Project costs
West Midland	24	8.5	75.2
North Western	14	7.9	59.0
Eastern	13	15.7	112.9
East Midlands	11	1.6	18.0
South Western	11	3.0	33.2
Yorkshire and Humberside	11	21.8	138.5
London and South East	10	2.2	23.0
Scotland	6	2.1	33.3
Northern	5	3.1	31.3
Wales	2	2.2	15.7
Other*	13	16.2	100.8
Total	120	84.3	640.9

* Projects spread over more than one region.

The distribution among Assisted Areas and the associated new employment directly attributable to the projects is:

Projects	New employment
Assisted Areas	1,800
Projects spread over Assisted and Non-Assisted Areas	2,700
Projects in Non-Assisted Areas	8,300
Total	12,800

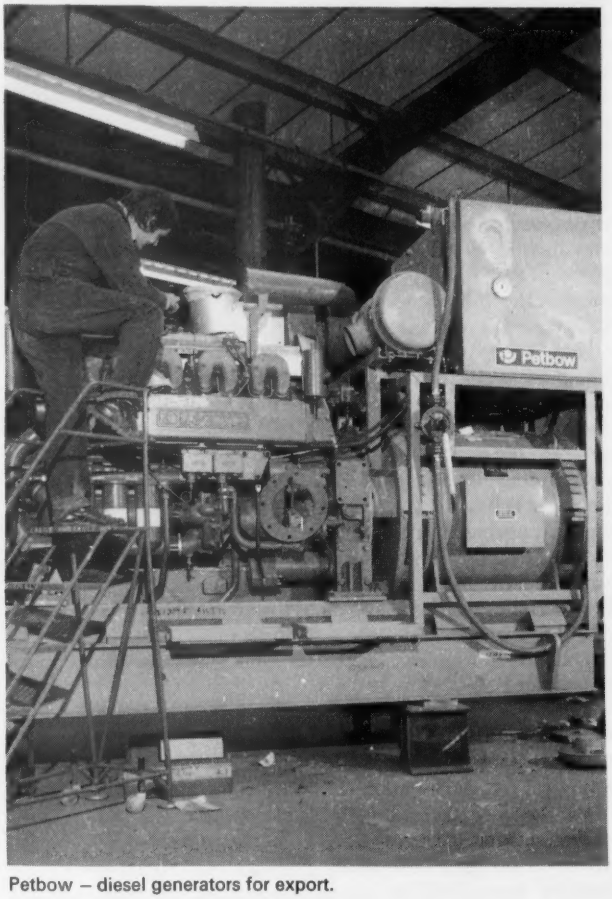
Typical projects

Petbow Ltd

Petbow has, since the 1930s, established itself as a major world producer of diesel generating sets. These provide continuous power for mobile facilities and isolated locations such as civil engineering sites, oil rigs, mining locations and in developing countries, and for emergency stand-by power in hospitals, computer and telecommunications centres, and cold-storage warehouses. The company has developed international links, particularly within the EEC, and has received three Queen's Awards for exports.

While recognising the long-term growth of potential of the market, the recession in trade coupled with the financial pressures arising from the UK's initial economic difficulties contributed to discourage the company from initiating investment to expand output. The project, for which an interest relief grant of £0.75 million has been offered, involved the construction of an 84,000 sq ft factory at Sandwich, Kent, for the assembly, test and despatch of large (over 250kW) and jumbo, (over 600kW) range generating sets. James Bird, the company's chairman and managing director, confirms that 'the backing of our project by the government has given us the extra confidence needed to undertake a major expansion and compete for the substantial export opportunities offered, in particular, in the oil-producing countries.'

The assembly shop will be among the largest in the world, and directly involve 250 jobs. Substantial orders are flowing to machine tool and equipment manufacturers, and the increased capacity of the plant will further mean additional continuing orders for the diesel engine and associated component manufacturing industries, leading to additional exports of at least £15 million a year.



Petbow – diesel generators for export.

BTP Tioxide Ltd

The Tioxide Group is the world's second largest producer of titanium pigments, which are essential ingredients in paints, plastics and fibres. In view of the major cost of new facilities at the depressed level of demand, the company had been

BTP-Tioxide – Greatham plant to be expanded.

reluctant to proceed with any major expansion, though the underlying trend of the market was one of growth.

The project advanced by the group was to double the capacity of their plant at Greatham (Hartlepool) in a Special Development Area at a total cost of £25 million. The plant employs the 'chloride' process for converting naturally-occurring titanium ores into appropriate qualities of titanium dioxide pigments for their eventual use. This process is technically more efficient and involves less effluent than the older 'sulphate' process. The company's view is stated by Maurice Dumbrell, managing director of BTP Tioxide, 'the acceleration of the project as a result of an interest relief grant of £2.25 million under the scheme, will mean that BTP Tioxide can make an earlier start on pressing home the competitive advantage of the chloride process and also substantially increase its exports.'

The project mainly consists of the installation of additional fluid bed chlorination capacity, and a new oxidation stream, together with associated feed equipment, gas cooling and pigment treatment plant. The direct employment effects will be 50 permanent jobs in this area of high unemployment. But construction of the plant will benefit local employment reaching a peak of 400 jobs in 1977. Orders for plant and equipment will flow to the extent of some £20 million, of which a substantial proportion will go to manufacturers in the Northern Region, Scotland, Yorkshire and Humberside, and the West Midlands. The prospective balance of payments benefits will be some £10 million a year by 1980.

Josiah Wedgwood Ltd

The major expansion scheme by the Wedgwood Group, induced by an interest relief grant of £1.3 million and costing £7.5 million in total is a complete development of five projects in its various factories at Stoke on Trent. The two major developments are the expansion of the Wedgwood factory capacity to produce bone china, earthenware, oven-to-table ware and stoneware, and also the building of a new precision studio factory to produce ceramic transfers for sale to the pottery industry generally.

In the general economic down-turn particularly effecting Wedgwood's largest export market in North America, the company had deferred its expansion programme. The government assistance induced them to reverse that decision, and to go ahead. For Wedgwood, like Petbow, this was their first experience of government assistance, and the company has praised the way in which the negotiations for assistance were handled. Sir Arthur Bryan, chairman of Wedgwood, has said that any fears that the department might attach 'strings' to the assistance were quickly dispelled. The company had felt free to divulge commercial confidences, and its experience would encourage it to deal again with the government.

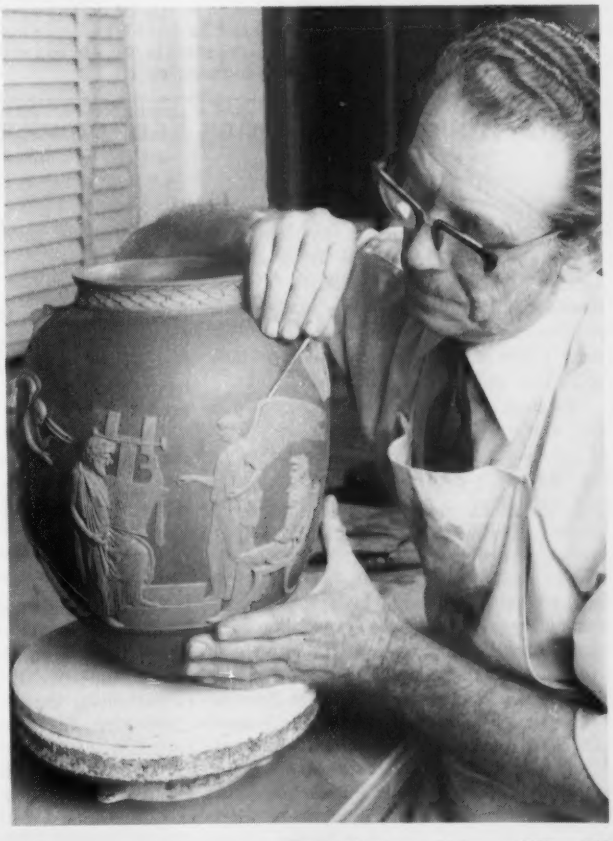
The expansion programme will mean 1,000 new jobs by 1979/80, and enable the Wedgwood Group to maintain or improve on its impressive export record of 60 per cent of total production.

General evaluation

The Industrial Development Advisory Board has welcomed the scheme as an 'initiative to counteract particular pressures inhibiting industrial investment', and is satisfied that the scheme has procured new investment. Having accelerated a total of more than £640 million worth of new investment for the outlay of assistance of an eighth of this sum, coupled with the secondary effects on the construction and supplying industries, employment benefits and the major improvements to the balance of payments in prospect, the scheme has amply justified itself against the purposes for which it was introduced.

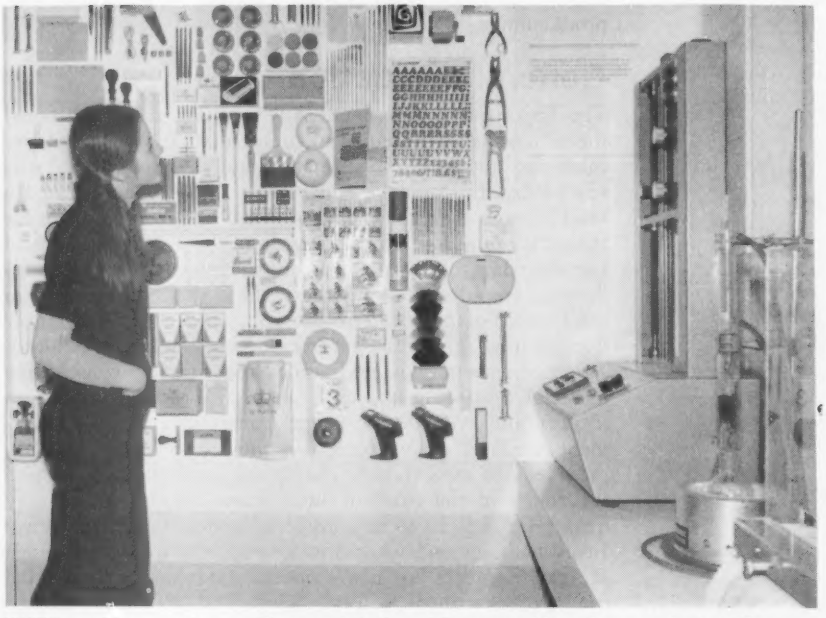
The scheme has, in addition, demonstrated that selective financial assistance appraisal procedures can be applied to identify and evaluate the factors governing marginal investment decisions. Experience with the scheme has, therefore, provided the assurance to enable the government to extend the range of marginal or incremental factors which may qualify for projects to be considered under the new Selective Investment Scheme, where investment involving a wide range of improvements in performance, extending beyond the timing of investment, will be eligible.

Wedgwood – supporting traditional skills.



Home exhibitions

On Her Majesty's Service



HMSO provides more than a million people in the public sector with stationery and other office equipment. To do so it carries out rigorous tests to assess performance and safety. Some of the equipment used can be seen at an exhibition of HMSO activities now at The Design Centre, London. The display is on view until 5 February. Its theme is the organisation's concern with good design, high quality and economy in the service of the public. Above a visitor has a look at some of the basic office supplies and (right) the testing equipment.

NEC 'International Spring Fair' preview

Centrepiece of the display by Portescap (UK) Ltd, Reading, at the International Spring Fair, National Exhibition Centre, Birmingham, 6 to 10 February, will be the company's Vibrograf M80 (quartz generation) watch and clock tester/timer, which will be on public show for the first time.

Designed primarily for watchmakers, it is also invaluable for stock testing and point of sale use. Portescap says it incorporates the latest fully proven advances in electronics technology to measure and display the timing accuracy of any quartz-crystal, tuning-fork, motor-balance or mechanical watch. Accuracy of timing (better than 0.01 seconds per day), high speed (immediate four-digit display) and simplicity of use (just one button to press) are three of the main features.

In addition Portescap will also be demonstrating their 'Vibrasonic Automatic' watch and clock movement cleaner and 'Vibrograf B200' watch timer. The 'Vibrasonic Automatic' enables up to 12 movements at a time to be cleaned, rinsed, lubricated and dried without having to disassemble any parts.

Metal fabrications

Brownhills Sheet Metal and Engineering Co Ltd, the West Midlands specialist manufacturer of steel wheelbarrows and metal fabrications, will be making its first major exhibition appearance at the Spring Fair.

The company will present various new products and services. Its comprehensive range of complete wheelbarrows and associated component parts will be on show, as well as other examples of company products for the building, agricultural and horticultural industries.

Hardware and giftware

Exhibitions in the hardware section will range from gardening equipment, power drills, educational and curtain fittings to bathroom, kitchen and housewares.

Giftware will feature several companies launching new lines among them a pack-flat display stand, chain and torch alarms, luggage, silverplated holloware and fine china figurines.

Cheltenham start to busy exhibition year

Cheltenham plays host to 88 companies from the UK when the Engineering Industries Association (EIA) joins forces with the Bristol and West of England Engineering Manufacturers' Association (BEMA) to stage a regional exhibition on 9 and 10 February.

Products will range from machine tools, gauges and tooling, control switchgear and automatic mixing/blending machinery to acoustic products and special-purpose test rigs for automatic cooling fan motors.

Equally varied will be the sub-contracting services on display, extending from press-work, precision and general machining and ferrous and non-ferrous castings to metal finishing, injection moulding and the provision of complete design and drawing office facilities.

Bill Clayfield, EIA national exhibitions secretary, says, 'All is now set for a highly successful start to our busy exhibition year during which members will be looking for more work at home and overseas as part of their contribution to the national need for higher productivity and profitability'.

Sieving machinery will be on show at Harrogate

Examples from their range of powder handling and processing equipment will be shown by Russell Finex Ltd, London at the International Powder Technology and Bulk Solids conference and exhibition, Harrogate – 15-17 March.

Among the equipment on view will be the company's new Suspension Finex with a build-in vibrasonic system providing dual vibration techniques to eliminate mesh blinding. The unit is also available as a high speed strainer, said to be particularly suited to the handling of viscous and thixotropic liquids such as paint and chocolate.

The high capacity powder sieving Twin Turbo Finex will also be on show.

Jewellery display

More than 50 manufacturing jewellers and silversmiths will be taking part in the annual British Exhibition of Fine Jewellery and Sterling Silver, at the Goldsmiths' Hall, London, 20 to 24 March.

For the first time, the exhibition will be opening on a Sunday. There will also be a late night opening on Monday 21 March until 7.00 p.m.

New products

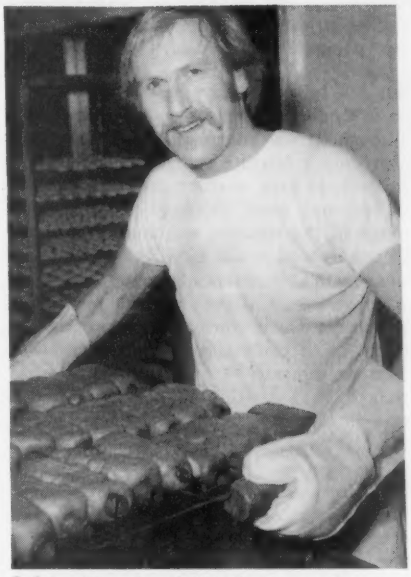
For comfort and protection

Safety mittens providing operator protection up to temperatures of 350°C have been developed by Safety Equipment Centre of New Malden, Surrey. Made in Du Pont non-flammable Nomex fibre, they weigh less than half as much as equivalent asbestos products, and are claimed to be far more comfortable in use.

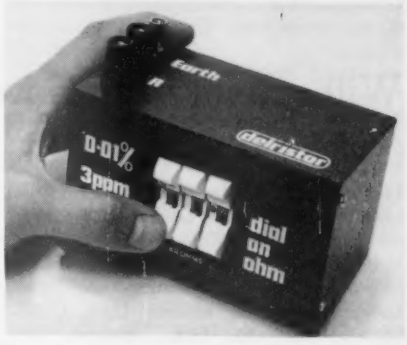
The mittens are for bakeries, foundries, moulding shops, printers' platemaking, and for most applications calling for handling hot materials. They are available in small and large sizes. A double thickness of felt on the palm and back allows them to be reversible in use.

Thermal degradation does not occur until 370°C, and the mittens can be used continuously at 204°C. The thermal conductivity is six times better than asbestos – 0.02 watts per metre degree Kelvin. The high specific heat of the material, 0.290, helps in delaying the transference of heat.

Chemical and abrasion resistance are also said to be superior to asbestos and glass fibre, but the mittens are degraded by strong acids.



Safety mittens from Safety Equipment Centre, New Malden, Surrey.



Resistance decades

Delristor Ltd announce their new Dial-an-ohm range of precision universal resistance decade boxes for test and calibration on site and in the laboratory or workshop. The model range covers resistance values from 0.01 ohm to 9.999999 Mohm with 3, 4, 5, 6, or 7 decade versions. The units are described as of very rugged construction and compact enough for hold in the hand operation. They offer extremely high accuracy and stability : 0.01 per cent and 3ppm/°C respectively. Very low end resistance, error free rocker arm selection, in line digital display and make before break switching feature throughout the range.

Vibrating roller has further design improvements

The new Mark 3 'CEL Hydroller' from Newman Industrial Controls Ltd, shown compacting earth infill.

Newman Industrial Controls Ltd, of Stonehouse, Glos, says its new double-drum vibrating roller embodies design features which advance still further the many benefits in terms of performance, safety, simplicity and maintenance claimed for the Hydroller hydraulic transmission system.

The model incorporates a simplified hydraulic circuit, has impressive gradient climbing performance and a double-braking system. It is said to be suitable for medium to large trench compaction as well as for everyday work. The hydraulic transmission permits the speed to be infinitely varied between 0-3.2 km/h (0-2 mph), in both forward and reverse motion. This allows the degree of compaction to be selected to suit each application, enabling the job to be completed in fewer passes than with machines having a more limited choice of speeds.

Working width of the new Mark 3 is 647mm (25.5 in) and from a dead-weight of less than ¾ tonne, produces an impressive 74 tonnes per second per drum at the normal vibrating frequency of 4,500 cpm.

The 397mm (15.6 in) diameter drums are arranged so that they are clear for 200mm (8 in) from ground level and clear sided to 25mm (1 in) for close rolling work.

Operator control is from a single stem with two levers; one for direction/speed and braking control, and the other for engaging/disengaging the vibrator. Automatic braking is supplemented by a manually operated braking lever for overnight parking or for extra safety.

The CEL hydraulic transmission allows protection of the engine against site overload or stall conditions by means of a relief valve.

Honeywell expands mini line

Honeywell Information Systems Ltd, Brentford has added a more powerful group of minicomputers to its Level 6 family. Immediately available within the new 6/40 group is the model 6/43, the average memory performance of which the company says is up to 60 per cent faster than the largest Level 6 system previously offered.

Brian Long, director of marketing operations and planning for Honeywell says that the 6/43 provides the power, functionality and memory capacity required for larger minicomputer applications in the commercial and scientific markets. 'We expect it to be used by such end-users as manufacturers, distributors, hospitals, banks, large businesses, universities, engineering firms and research groups,' he said.

Other new Level 6 products announced include a scientific instruction processor for the 6/43, an RPG compiler, optional core memory, magnetic tape, a 120 cps console printer, and a sort capability for GCOS/BES2. The company has also announced a desk-style mini with built-in peripherals, and extensions to Cobol, Fortran and the Level 6 Assembler.

Technology news

Will satellites improve ship-to-shore communications?

Last Friday at the Inter-governmental Maritime Consultative Organisation (Imco) building in Piccadilly, London there ended a small international meeting of some 20 delegations representing the main European seafaring nations, USA, USSR, Canada, Australia, India, Kuwait, New Zealand and Brazil. In some ways it resembled hundreds of others. Yet, for merchant service officers and crews as well as passengers on tankers, bulk cargo carriers, container ships, tramps, whalers, light ships, and cruise liners, and for shipowners, insurers, commodity brokers, and many other ashore, that meeting may turn out to have been of considerable importance. For it was the first of the Inmarsat preparatory committee and paved the way for a worldwide organisation which will run a system of satellite communications between ship and shore.

Crowded radio channels

Traditional ship-shore radio services operating in the high and medium frequency bands have always been plagued by radio propagation problems and the channels available have become increasingly congested in recent years as demand has grown. This has led to long delays amounting perhaps to several hours before a call can be put through. It was recognised some years back that only a satellite system would be able, in the long-term, to overcome these growing delays and meet modern communication needs of the shipping community in terms of quality and availability. Telecommunications satellites have of course been an established part of the scene for more than a decade. Using them with ships at sea raised particular technical problems (not least the difficulty of keeping a ship's aerial trained on a satellite in heavy seas), but experiments (not to mention naval experience) showed that they could be overcome.

Satellite coverage already increasing

Maritime satellite communications have been a reality since early last year. Since then American Marisat satellites, though provided mainly to meet US naval requirements, have been offering a telex and limited telephony service to merchant shipping of all flags in the Atlantic and Pacific Ocean areas, and a growing number of ships have already been equipped with satellite ship terminals. Moreover, Marots, a more sophisticated satellite being developed by the European Space Agency (ESA), is due for launch over the Indian Ocean in the autumn of 1978. Plans are being made for Marots to provide the basis of an operational service to shipping in the Indian Ocean area, thus constituting, with Marisat, an embryo world-wide system. The intention is that the two systems shall be compatible so that ship terminals will be able to transmit and receive via either satellite.

Need for international control

It has been accepted by practically all seafaring countries that some kind of international institutional arrangements were necessary to control the operation of a global system. The International Telecommunication Satellite Organisation (Intelsat) which runs the global satellite system for land-to-land communications very successfully, was an obvious possibility. But because only some of Intelsat's 90-odd members have any substantial interest in maritime communications, the maritime interest could not hope to enjoy equality of status in its councils. The UK and most of the other maritime countries therefore collaborated to plan an international organ-

Left : Antenna of the Arion satellite communication ship terminal manufactured by Marconi Communication Systems Ltd (Chelmsford) ; right : operating the Arion satellite communication radio-room equipment.

isation able to operate on a global scale for the benefit of world operators (on land and sea) and customers as a whole. Important aims were to ensure that the service would operate on sound economic lines and to offer a fair chance for international participation in the procurement of equipment.

Preliminary studies of an international maritime satellite system in Imco led to an inter-governmental conference, under the auspices of Imco. After three sessions it completed its work last September. It produced two inter-related agreements: a Convention, between governments, establishing the Inmarsat Organisation (with its headquarters in London), and an operating agreement, to be signed by the national entities – in the case of the United Kingdom, the Post Office – who will be responsible for financing and operating the system.

It may be three years before Inmarsat comes into existence. There are the normal delays implicit in the ratification of a new treaty but more important, the conference agreed that the existence of the organisation would be contingent upon operators representing 95 per cent of the investment interest in Inmarsat, committing themselves beforehand.

Necessary research

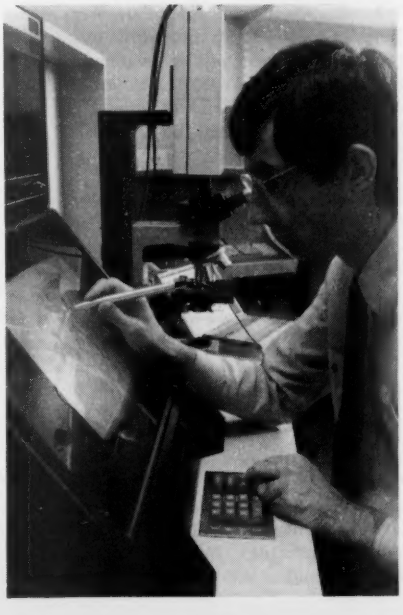
To prepare the way the conference also decided to establish a preparatory committee and it was this body which met for the first time last week. Its job will be to carry out studies of the technical, operational and economic aspects of the satellite system to be provided and to consider the future management arrangements, detailed working procedures and accommodation needs of Inmarsat. The market research and economic studies will be of particular importance for providing up-to-date information to help the Post Office and other potential participants to assess the likely economic potential of Inmarsat. The conclusions of the preparatory committee will not bind Inmarsat but, clearly, they will have considerable influence on its decisions and the UK (both governmental and Post Office representatives) intend to play a full part in the committee's work.

If it makes good progress and Inmarsat follows it, we can expect a small revolution in maritime communications: immediate automatic good quality telephone and telex services between a ship and countries all over the world; direct computer links to ships perhaps eventually perfoming such functions as controlling routine inspection, fault finding and maintenance. These services can help to conquer the frustrations and boredoms of continuous crewing, to improve ships' safety or medical care for the crew by making it easier to call for help, to save delivery time or sailing time by cutting out delays in changing ship's sailing instructions or reserving berths and unloading facilities, apart from contributing to human satisfaction in being able to make trouble-free calls. These services will not be cheap but they may well be worth the expense.

Whether, in the end, it comes to anything will depend on the judgment and courage of those who would pay, who are not only the providers of the satellites but also the shipowners who will have to fit new equipment. The International Chamber of Shipping and other shipping organisations have been closely involved in the discussions in Imco and elsewhere and they will undoubtedly play an active part in the Inmarsat preparatory committee. The technology exists and the institutional framework is being formed. But the whole venture depends ultimately on its acceptance by ship owners. Will they see it as an essential ingredient in progressive business planning? Last week's meeting was not designed to answer that question, but the progress achieved there should have helped to inspire confidence in the advantages and inevitability of this new service.

Rapid diagnosis

It is claimed that hours of tedious medical investigation can be reduced to a few seconds with this new 'Magiscan' image analysis system which has been developed jointly by the University of Manchester and Joyce-Loebl Ltd of Gateshead. The system has a specially-designed image processor linking a computer and a television camera. The object for study is shown on the monitor screen and the operator uses a light pen to activate an appropriate computer program for measuring or counting. In medicine its uses will be for measuring cells by recognising the abnormal among the normal and for isolating genetic damage by a system called chromosome karyotyping. Normal people have the same number of chromosomes all of the same shape, the only difference being dependent on the patient's sex. If an individual has genetic damage or disorder – which means that children could be affected – this irregularity shows up in karyotyping. At present this is done manually – a tedious yet important examination taking several hours. Magiscan will be developed to do the work many times faster. In the industrial field Magiscan has been successfully used to find flaws in cotton thread, examining metal for fatigue and for differentiating clays in soils. Among other applications it can be used for particle size analysis and for taking measurements on aerial photographs.



Reduction of noise from machine tools . . .

The control of noise from machine tools will be the theme of a seminar to be organised by the Machine Tool Industry Research Association at its Macclesfield headquarters on 30 March 1977.

Over the last decade rising interest in control of pollutants has led to more stringent customer specifications for permissible noise levels from industrial machinery, including machine tools and this market requirement is, in many countries, being reinforced by legislation. In the United Kingdom the Health and Safety at Work Act makes provision for the introduction of standards of acceptability for noise, and recently the Health and Safety Executive has issued a consultative document entitled 'Framing Noise Legislation,' which indicates that the control of noise in industry will become stricter. In order to remain acceptable to both home and export markets, quieter machine tools and metal-working processes will have to be introduced.

It is, therefore, essential that the UK machine tool industry – and, indeed, users of machine tools – become familiar with the techniques available for noise control. This one-day seminar will present a range of experiences in noise measurement and analysis, diagnosis of sources and methods of reducing noise.

MTIRA is itself a recognised authority on machinery noise problems and members of its staff will present papers reviewing the fundamental issues, showing how effective noise reductions can be achieved and describing applications to metal-cutting and metal-forming machine tools. Representatives from machine tool manufacturers will also take part, describing problems which they have encountered and the measures taken to deal with them, and, in addition, several users will outline their experience of noise emission from manufacturing processes, its effect on output and the ameliorative measures taken.

The seminar will be of interest to all concerned with the design, manufacture and use of machine tools.

Further information is available from Neil Percival, MTIRA, Hulley Road, Macclesfield (tel. Macclesfield 25421-3 and 26189).

. . . and textile machines

Following work by Wira, the textile research and services centre, a substantial reduction has been achieved in the noise levels surrounding french combing machines in a Bradford mill.

This success has resulted from a Wira project to find ways of reducing the noise emitted by existing textile machinery. In co-operation with W. and J. Whitehead (Laisterdyke) Ltd, topmakers and worsted spinners, a single Schlumberger PB26LF comb was treated by lining its side guards with noise absorbing materials and fitting additional acoustically-treated rear guards. This reduced the noise level around the comb by about 4dB(A).

Parliament

Monday, 10 January

Small firms

Michael O'Halloran (Islington North) asked about plans to encourage small traders in the Inner London area.

'The needs of small firms, including small traders, are kept under continuous review, and are taken into account in framing all our policies,' said Mr Cryer. 'Full account will be taken of the contribution small firms can make to employment in inner city areas, including inner London, in the government's review of inner city area problems. A statement on the outcome of the review will be made in the spring of this year.'

Meriden Motorcycle Co-operative

Hal Miller (Bromsgrove and Redditch) asked if the Secretary of State for Industry had received a request from Meriden Motorcycle Co-operative for additional funds over and above the £4.9 million originally made available by the government.

Mr Varley replied: 'On 15 December last the co-operative asked me to provide a further £1 million to enable it to purchase from Norton Villiers Triumph Ltd the latter's marketing organisation and other marketing assets and to provide working capital for that organisation. While the application in the form in which it was presented has been turned down by the government, we are exploring other possibilities.'

Wool textile industry

Mrs Winifred Ewing (Moray and Nairn) asked what recent representations have been received regarding the problems of the wool textile industry on the world decline in demand.

'I have received no such representations,' replied Mr Williams. 'Indeed, statistics compiled by the Commonwealth Secretariat suggest that world demand for wool textiles in the first half of 1976 was considerably higher than in the same period of 1975, and in the case of wool tops and worsted yarn was also higher than in 1974. The UK wool textile industry has taken advantage of this increased demand to improve further its excellent export performance.'

Machine tool industry

Kenneth Clarke (Rushcliffe) asked. 'How much public money has so far been expended under the machine tool industry scheme: and how has that money been divided between the various categories of eligible projects?

Mr Williams said that formal offers of assistance made under the machine tool industry scheme so far total £2,742,000 of which £539,000 is for product development, £1,809,000 for new plant and machinery and £394,000 for building work. Payments totalling £152,000 have been made.

Sunday mail collection

Gwilym Roberts (Cannock) asked for a statement on the recent report of the Post Office Users' National Council advocating the restoration of Sunday mail collection.

'The Post Office has undertaken to review the suspension of Sunday collections and has told me that it will certainly take account of the Pounc report before it reaches any conclusion,' said Mr. Huckfield.

Ministers at the Department of Industry

Secretary of State for Industry: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretaries of State: Robert Cryer
Leslie Huckfield

Ministers at the Department of Trade

Secretary of State for Trade: Edmund Dell
Parliamentary Under-Secretaries of State: Michael Meacher
Stanley Clinton Davis

Ministers at the Department of Prices and Consumer Protection

Secretary of State for Prices and Consumer Protection: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary of State: Robert Maclennan

Concorde

Stephen Hastings (Mid-Bedfordshire) asked for a statement on the latest sales position for Concorde.

'The manufacturers, in conjunction with the two governments, are continuing their efforts to find customers for the five unsold Concordes,' said Mr Huckfield. 'Proposals, mainly for lease, have been put to a number of interested airlines and arrangements for further discussions are in hand.'

'What moves are being made to lease the Concorde aircraft to foreign airlines?' asked Terry Walker (Kingswood).

Mr Huckfield replied, 'We are prepared to consider leasing as an alternative to sale and proposals have been put by the manufacturers to a number of airlines. The policy issues involved in various forms of leasing are currently being examined by the British and French governments.'

Industries in the London area

William Molloy (Ealing North) asked for an outline of the Secretary of State for Industry's policy to protect industry in London, to prevent the loss of manufacturing industries in the London area and to encourage the establishment of new industries in that area and so prevent increases in unemployment.

Mr Williams answered: 'We had the needs of manufacturing firms in London in mind last year in making modifications to the Industrial Development Certificate control, when the exemption limit was raised from 5,000 sq ft to 12,500 sq ft in the South East and provision made for IDCs in respect of the speculative replacement of obsolete industrial premises. In addition, qualifying firms in London stand to benefit from all of the schemes under section 8 of the Industry Act 1972 to encourage investment in specific industries, which were introduced last year. Unemployment in London, however, at 4.1 per cent remains below the national average, and much below the levels experienced in the Development and Special Development Areas.'

Registry of Business Names

'What is the total annual cost of running the Registry of Business Names; and how many civil servants are employed in the registry?' asked Michael Shersby (Hillingdon, Uxbridge).

Mr Clinton Davis answered that in the financial year 1975/76, the total cost of running the Registry of Business Names was £363,000. There are 63 civil servants currently employed in the registry.

Commodity sectors

Robert Adley (Christchurch and Lymington) asked how many civil servants in the Department of Industry are engaged full-time in activities associated with : (a) the steel industry, (b) motor vehicle manufacturing, (c) chemicals, (d) heavy engineering and (e) machine tools; and what have been the overseas earnings for each of these sectors for each of the last five years.

Mr Huckfield said: 'Numbers of staff in my department engaged full time in activities associated with the following commodities are:

Steel	57
Motor vehicle manufacturing	36
Chemicals	15
Machine tools	22

'There is no generally recognised definition for heavy engineering.

'Figures of overseas earnings are not available under these headings but values of visible exports are as follows:

£ million fob

	1972	1973	1974	1975	1976 (Jan to Nov)
Steel	332	374	462	563	652
Motor vehicles	894	1,078	1,287	1,716	2,020
Chemicals	962	1,272	2,144	2,179	2,756
Machine tools	84	88	107	163	162

National Enterprise Board

Michael Grylls (North West Surrey) asked: 'What was the price paid by the National Enterprise Board for the 750,000 ordinary and the 200,000 cumulative preference shares in Sinclair Radionics Ltd; and when was the approval given by the Secretary of State for Industry under section 10 of the Industry Act 1975, for the NEB to acquire more than 30 per cent of the shares?'

Mr Huckfield replied, 'The NEB paid £650,000 for 75,000 ordinary shares and 200,000 cumulative preference shares in Sinclair Radionics Ltd.

'My rt hon friend gave his approval on 20 October last, under section 10 of the Industry Act 1975, to the NEB acquiring more than 30 per cent of the voting equity of the company.

'In my reply of 7 December last (*Hansard* cols 149/50) I said that the acquisition by the NEB of 75,000 ordinary shares in Sinclair Radionics gave the board 37½ per cent of the company's enlarged ordinary share capital. This should have been 42.9 per cent I apologise for this error.'

'What shareholding is held by the NEB in Twinlock Ltd?' asked Mr Grylls. 'What was the cost of these shares to the board; and what proportion of the total shares does this represent.?'

Mr Huckfield said, '7.123 million ordinary shares, at 14p per share, representing one-third of the equity capital of Twinlock Ltd.'

Exports of capital goods

Bryan Gould (Southampton, Test) inquired about changes in the ratio of unfulfilled export orders to export sales of capital goods in the UK between 1972 and the latest available date in terms of a month's sales; and for a comparison with the corresponding figures for Germany.

Mr Huckfield gave the available information in the following table. It is not possible to provide the required data for the two countries on a completely comparable basis owing to differences in definition, availability and presentation of the respective statistics.

Planning agreements

Robert Kilroy-Silk (Ormskirk) asked: 'If in the absence of voluntary planning agreements, the Secretary of State for Industry will make a further statement of his policy towards the introduction of compulsory planning agreements?'

'The government has consistently made clear its preference for a voluntary system of planning agreements,' said Mr Williams. 'However, the secretary of state has made clear on a number of occasions that he is dissatisfied with the progress on planning agreements so far, and I hope that industry will realise the benefits to their investment and technology that may be achieved through the planning agreement system.'

Mr J. W. Rooker (Birmingham, Perry Bar) asked for the Secretary of State for Industry's objective in quantitative terms regarding planning agreements for 1977.

Mr Williams replied, 'The government is fully committed to the system of planning agreements, and our objective is to make progress as rapidly as possible. Discussions are taking place with a number of companies but I cannot forecast how many agreements will be concluded this year.'

Mr Rooker asked for a statement on progress made in concluding planning agreements with Head Wrightson, Clarke Chapman, Babcock and Wilcox, Whessoe, GEC, Reyrolle Parsons, British Leyland and Chrysler (United Kingdom).

Mr Williams answered, 'Of the first six companies named, four are primarily concerned with the manufacture of power generating equipment and the other two also have interests in this area. Further planning agreement discussions with these companies await the outcome of the urgent consideration the government is giving to the report by the CPRS on the problems of the industry. Discussions with British Leyland and Chrysler UK are continuing. A statement will be laid before the House whenever a planning agreement has been concluded.'

LENGTHS OF EXPORT ORDER BOOKS OF CAPITAL GOODS (a) IN TERMS OF SALES

	United Kingdom		West Germany	
	Engineering products	Shipbuilding	Combined index	Capital goods industries
Period (b)	Ratio of export orders-on-hand to export sales (c)		Engineering and shipbuilding together in index form	Ratio of index of the value of export order books to the index of export sales
	(In terms of average monthly sales)		(1970 = 100)	(1970 = 100)
1970 Year	9.4	55.4	100	100
1972 3rd quarter	10.2	42.6	92.2	Not available
1973 3rd quarter	11.8	31.5	89.8	Not available
1974 3rd quarter	12.7	67.0	128.3	95.7
1975 3rd quarter	10.7	39.5	91.6	93.8
1976 3rd quarter	9.5	26.5	73.5	93.9

(a) Statistics available for capital goods in West German publications are in index form only and include engineering products and shipbuilding, together with steel structures and goods, aircraft and motor vehicles. Comparable statistics for all these industries are not available for the United Kingdom but engineering products and shipbuilding are the major components; these are combined in column 3 for comparison with the German data.

(b) The latest statistics in all cases are for the third quarter of 1976; the statistics for years 1972 to 1975 also relate to the third quarter. Order books in constant price, quantity or value index form refer to the end of period; these are divided by average monthly sales in the period in similar terms.

(c) Ratios for UK engineering products are derived from export orders and sales both valued at 1970 prices. For UK shipbuilding, ratio are based on tonnages of ships on order to annual deliveries, at monthly rates.

Microelectronics Support Scheme

Tony Newton (Braintree) asked for an updating of the answer given to his question on the Microelectronics Support Scheme on 27 May (Trade and Industry, *4 June 1976, page 594*).

Mr Williams said: 'The present terms of reference of the Microelectronics Support Scheme remain unchanged.

'The total of public funds available under the Scheme is £10 million of which £4.9 million have been paid to the three British-owned semi-conductor manufacturers who manufacture integrated circuits specially designed for particular applications. They are Ferranti, GEC and Plessey. Another £3.1 million has been authorised; thus the total allocated is £8 million.

'A further 15 projects have been approved since my answer on 27 May 1976 making a total of 137 projects. The company sales are at an annual rate of £10 million of which about 40 per cent are direct exports.'

Exports of scrap

Michael Marshall (Arundel) asked about representations from the British Scrap Federation regarding the opportunity for scrap exports and for import substitution.

Mr Huckfield said, 'I recently received a deputation from the federation following their request for an open general export licence for ferrous scrap. We have also received a number of written representations. Exports of ferrous scrap by ECSC countries to third countries are restricted in order to safeguard essential supplies for the domestic steel industries. The UK's export quota to these countries, hitherto made available only for low grade scrap, is being increased for the first quarter of 1977 to 90,000 tonnes of which 15 per cent may be used for fragmentised scrap. There are no restrictions on exports to community countries.'

Waste Management Advisory Council

Tam Dalyell (West Lothian) asked for a statement on the advice received from the Waste Management Advisory Council on further measures required by way of regulations or new schemes of support to encourage re-cycling and the reclamation of waste.

Mr Cryer replied, 'The Waste Management Advisory Council is continuing to examine, with industry, ways of improving the conservation and recovery of materials, and to identify any technical or economic barriers to them. When this has been done the council will be in a position to assess whether there is a need for regulatory or financial measures. In the shorter term the government intends to support a campaign, agreed by the council, to increase public awareness of waste and to promote schemes for the segregation and collection for re-use of certain items of household refuse.'

Tourism

'What is the Secretary of State for Trade's policy concerning the registration of hotels and boarding houses, pursuant to the Development of Tourism Act 1969?' asked Mr Adley.

Mr Dell said: 'An alternative scheme of voluntary registration approved by the government and linked to accommodation guides issued annually by the National Tourist Boards was introduced in 1974; with my rt hon friends, the Secretaries of State for

Scotland and Wales, I am keeping the position under review.'

Tourism in the EEC

Mr Adley asked for a list of each of the nine EEC countries, in which there is: (a) a minister designated as Minister of Tourism, (b) a minister whose job description includes the word Tourism in his title, (c) a government department with civil servants working solely on tourism matters and (d) to whom, in each government, the minister so designated has as his immediate superior.

Mr Dell replied: 'From the information readily available I understand that in no member state is there a government department solely responsible for tourism. In France, the Minister for the Quality of Life is assisted by a Secretary of State for Tourism and in Italy, there is a Minister for Tourism and Sport responsible to the Prime Minister. The only other EEC government to single out tourism is Luxembourg where the Minister of the National Economy, Middle Classes and Tourism (who at present also holds the portfolio for Transport and Power) is answerable to the Prime Minister.'

Aircraft noise

Mr Molloy asked if the Secretary of State for Trade would consider initiating discussions with the relevant EEC commission concerning joint endeavours to limit aircraft noise.

'The EEC commission is already discussing these matters,' said Mr Clinton Davis. 'However the International Civil Aviation Organisation (ICAO) is the appropriate international body which develops standards to limit aircraft noise. Harmonisation of action in this field is undertaken in Europe by the European Civil Aviation Conference (ECAC) which has 20 member states including all EEC countries.'

Exports to Japan

Mrs Ewing asked what government funds or contribution is being made to set up the Japan Trade Force, aiming at boosting United Kingdom exports to Japan; and whether the Scottish Council for Development and Industry would participate.

Mr Dell replied: 'The government contribution to the Japan Task Force lies in the provision of a joint chairman and a joint secretary from the staff of the Exports to Japan Unit of the British Overseas Trade Board. The Scottish Council for Development and Industry were invited to participate in the BOTB/CBI Conference on 9 December which established the Task Force, but were unable to send a representative. They have, however, been requested to contribute suggestions as to its operation, with which they will be associated, as appropriate.'

Facilities for trade with Transkei

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Trade whether his department would refuse any export credit guarantee facilities for trade with agencies of the government of the Transkei homeland in South Africa.

'The facilities of the Export Credits Guarantee Department are available for exports to agencies of the government of the Transkei subject to the department's normal underwriting criteria,' said Mr Dell.

Dumping

Mr Shersby asked for a progress report on preventing the dumping of textiles into the UK.

'Anti-dumping duties have been imposed on ladies' rubberised raincoats from Hong Kong and on polyester fibre from Romania,' said Mr Meacher. 'Anti-dumping investigations are proceeding in cases on suits from Eastern European countries and on PVC coated fabrics from Hungary and East Germany.'

Tim Renton (Mid-Sussex) asked if the Secretary of State for Trade would bring forward proposals to announce measures laying the burden for disproving a dumping charge on the importer of the goods, and Wyn Roberts (Conway) asked about further improvements of anti-dumping procedures.

Mr Meacher replied: 'Our procedures have been improved. My officials and Customs and Excise are currently studying whether importers should be asked to give information on the prices of goods in the country of origin.'

Import controls on Japanese goods

W. W. Hamilton (Central Fife) referred to current trading practices of Japan, Japanese cars, electronic goods of all kinds and steel products.

'I have at present no plans to do so,' said Mr Meacher. 'In the last few months there have been discussions between the British and Japanese industries at which the Japanese made predictions about the level of their exports to the United Kingdom of televisions and ball bearings. There have also been discussions between the EEC commission and the Japanese government on bulk and special steels. I understand that the British and Japanese car industries will be meeting later this month.'

Grey cloth from India

Mr Shersby asked if imports of grey cloth from India are subsidised; and, if so, what is the amount of the subsidy.

Mr Dell said: 'I understand that the government of India pays cash grants to grey cloth exporters of 12 per cent of the fob value of mill-made cloth, and 10 per cent in the case of handloom cloth.'

Trade delegations to Nigeria

Frank Hooley (Sheffield, Heeley) asked how many trade delegations visited Nigeria in 1975 and 1976.

Mr Meacher told him that there were nine trade missions to Nigeria in 1975 and nine in 1976 officially sponsored by the BOTB.

Multifibre Arrangement

Charles Fletcher-Cooke (Darwen) asked: 'What progress is being made in the negotiations for renewal of the Multifibre Arrangement?'

'The first round of discussions about the future of the Multifibre Arrangement took place in the Gatt Textiles Committee in Geneva in December,' said Mr Meacher. 'There will be a further round of discussions at the end of February.'

'What discussions have taken place with the United States government concerning the renegotiation of the Multifibre Arrangement?' asked Mr Shersby.

Mr Dell replied: 'Formal discussions with other MFA signatories are a matter for the EEC commission which is the spokesman and negotiator for the whole community. We are, of course, well aware of the views of the US government from informal contacts and from statements made by their representatives in the Gatt Textiles Committee in December.'

Trade with EEC

Hugh Jenkins (Wandsworth, Putney) asked for details of the UK's external trade deficit with other EEC countries as compared with the position before entry.

'Figures of the United Kingdom's trade with the rest of the EEC, on a balance of payments basis, are published quarterly in *Trade and Industry*, most recently on 3 December 1976 (table 3, page 690),' said Mr Dell.

Dennis Skinner (Bolsover) asked: 'What at the latest date, are the figures for trade, both imports and exports, with EEC countries?'

Mr Meacher said: 'In the first three quarters of 1976 United Kingdom exports to the rest of the EEC were valued at £6,091 million on a balance of payments basis. The value of United Kingdom imports from the community in the same period was £7,584 million.'

EEC – inward and outward investment

Neil Marten (Banbury) asked how much industrial investment has been made by the eight common market countries in the UK since 1973; and how much UK investment has been made in the eight common market countries in the same period.

Mr Meacher said: 'In 1973 and 1974 EEC net direct investment in the UK, excluding oil and insurance, totalled £177 million, of which £53 million was in manufacturing industry. In the same period UK net direct investment in the EEC, excluding oil, totalled £886 million, of which £440 million was in manufacturing industry. Similar information for 1975 will become available later this year, and for 1976 in 1978.'

Import substitution

Mr Rooker asked for a statement regarding policy on import substitution.

'It is a major objective of the industrial strategy, and of our agricultural and energy policies to ensure that no opportunity is lost for the development of competitive domestic production,' said Mr Meacher.

Laker Skytrain

Questions about the High Court finding in relation to the Laker Airways Skytrain project were put by Norman Tebbit (Waltham Forest, Chingford), Michael Neubert (Havering, Romford) and Peter Rost (South East Derbyshire).

Mr Clinton Davis answered: 'My department was given leave to appeal to the House of Lords and my rt hon friend is considering whether to do so.'

Credit agreement with USSR

Peter Blaker (Blackpool South) asked: 'How much of the credit of £950 million for the Union of Soviet Socialist Republics has now been taken up?'

Mr Meacher said: 'The total value of contracts placed to date under the agreement is approximately £54 million. Other deals now in negotiation will add substantially to this figure when the related commercial and financial agreements are signed.'

Exports and imports of machinery

Mr Gould asked what was the percentage increase in the value and volume of imports and exports of machinery in October and November compared with 1970; and what was the estimated ratio to sales in the UK of UK machinery.

Mr Dell gave the following figures:

PERCENTAGE INCREASE COMPARED WITH THE MONTHLY AVERAGE FOR YEAR 1970

	Exports		Imports	
	Value	Volume	Value	Volume
October 1976	226	32	355	106
November 1976	236	32	310	92

'For a number of reasons, for example coverage and valuation, comparisons with home market sales can only be approximate,' he said. 'Figures of home market sales of machinery for October and November are not yet available. However, in the third quarter of 1976, exports were estimated at about one half and imports at about one third, by value, of United Kingdom manufacturers' sales of machinery to the home market.'

Mr Gould also asked for the percentage increase in the export price of machinery (SITC 7) in November compared with 1970, in dollar terms; and how this compares with the latest figures published for Germany and Japan; and what were the corresponding figures compared with 1973, 1974 and 1975.

Mr Dell gave the figures as follows:

CHANGE IN THE US DOLLAR PRICES OF MACHINERY AND TRANSPORT EQUIPMENT EXPORTS (SITC SECTION 7) Percentages

	United Kingdom	West Germany	Japan
1970 to latest available date	+82	+113	+73
1973 to latest available date	+39	+37	+24
1974 to latest available date	+22	+24	+7
1975 to latest available date	Nil	+5	+6

The latest available dates are November 1976 for the UK; the third quarter of 1976 for West Germany; and July 1976 for Japan.

Note:
SITC 7 covers machinery and transport equipment, within which machinery is defined as SITC 71 + 72. As information for West Germany and Japan is not available for machinery alone, figures are given for SITC section 7 as a whole.

Petrol prices

Sir John Eden (Bournemouth West) asked what effect a 10 per cent rise in petrol prices and in diesel prices would have on the retail price index.

Mr Maclennan said: 'The direct effect of a 10 per cent rise in petrol prices on the Retail Price Index would be to raise the index by just over a third of one per cent. A 10 per cent rise in diesel oil prices would have only indirect effects on the Index. Taken together the direct and indirect effects of such increases, when these have fully worked through, are estimated to total under ½ per cent on the RPI.'

'What effect would a general 10 per cent rise in public transport fares have on the retail price index?' asked Sir John.

'A 10 per cent increase in bus and train passenger fares would add just under ¼ per cent to the Retail Price Index,' said Mr Maclennan.

Consumer protection in EEC

Mr Molloy asked if the Secretary of State for Prices and Consumer Protection would initiate discussions with the appropriate EEC commissioners to establish closer liaison with consumer protection organisations within the community.

Mr Fraser answered: 'The EEC commission convened a symposium of representatives of European consumer organisations in Brussels on 2 and 3 December 1976. Officials from my department and the Office of Fair Trading were present as observers. I do not doubt that the newly-appointed commissioners will be concerned to maintain close contact with organisations representing consumers within the community.'

Television rentals

Paul B. Rose (Manchester, Blackley) asked if the Secretary of State for Prices and Consumer Protection would take action to reduce profit margins in television rentals under the prices policy.

Mr Maclennan answered: 'Following the Price Commission's Report on TV Rentals, my rt hon friend used his powers to withdraw investment relief for television receivers and obtained from the main specialist companies undertakings to freeze their rentals and absorb cost increases up to July next. He does not propose to take further action.'

Tuesday, 11 January

Government factories

Mr Clarke asked how many government factories are at the moment standing unoccupied.

Mr Williams said that at 30 November 1976 the number of unoccupied government factories in England was 136 including 38 terraced units (ie small individual factory units contained in blocks of terraced factories). The following table shows the state of their availability:

Immediately available	Allocated to prospective new tenant	Undergoing modernisation/ renovation
75 (23 TUs)	27 (12 TUs)	34 (3 TUs)

They are located as follows:

Alnwick	Hartlepool (6)	Rothbury (DC)
Ashington (4)	Helston	St Helen Auckland
Barnsley (3)	Houghton-le-Spring (5)	St Helens
Bede (3)	Hull	Shildon
Berwick (5 DC)	Huyton	Skelton (2)
Bishop Auckland	Jarrow	Southwick (4)
Blyth (7)	Knowsley (15)	Stanley (2)
Bridlington	Lancaster	Sunderland (4)
Bromborough	Meadowfield	Team Valley (11)
Callington	Millom (3 including 2 DC)	Teesside (4)
Castleside	Nelson	Truro
Clay Cross	Newquay	Tynemouth (3)
Cleator Moor (4)	Normanton	Wadebridge
Consett (3)	North Tees (3)	West Chirton (2)
Cramlington (2)	Pallion (3)	Wigan (3)
Doncaster (3)	Penryn (3)	Workington (3)
East Middlesbrough (3)	Plymouth	

DC = factories being built at the request of the Development Commission.

'How many advance government factories are under construction at the moment and where they are located?' asked Mr Clarke.

Mr Williams said that at 30 December 1976, 100 government advance factories were under construction in England. They are located at:

Altham (3)	Gillmoss, Liverpool (3)	Plymouth (3)
Ashington	Grimsby (4)	Rochdale
Barrow (2)	Halifax	Rotherham (4)
Berwick (DC)	Hartlepool (10)	Sandon Dock, Liverpool
Birkenhead (5)	Hebburn (3)	Speke, Liverpool (5)
Blackpool (2)	Houghton-le-Spring	Stanley (4)
Blyth (2)	Irlam, Greater Manchester (2)	Sunderland (4)
Bradford (3)	Jarrow	Team Valley, Gateshead (4)
Brighouse	Knowsley, Liverpool (2)	Teesside, Thornaby (2)
Bromborough (2)	Lancaster	Truro
Burnley	Leeming Bar (DC-2)	West Penwith, Hayle
Camborne	Longbenton, Newcastle (3)	Whitby
Cleator Moor (2)	Newquay	Wigan
Cramlington	Okehampton (DC-2)	Worksop
Doncaster (4)		

DC = Advance factories being built at the request of the Development Commission.
Note:
A terraced block of factory units is counted as one factory in the above figures. The number of factories would amount to 157 if the terraced units were counted individually.

Industry Act 1972 – removal grants

Mr Clarke asked for the number of undertakings qualifying for removal grant upon moving into an area for expansion; and what has been the cost to public funds of such grants in each of the last four years.

Mr Williams said that up to 30 November 1976, offers of removal grant had been made under section 7 of the Industry Act 1972 as follows:

Financial year	No of projects	Value (£'000)
1972/73	23	205
1973/74	129	1,840
1974/75	188	4,697
1975/76	172	4,174
1976/77	78	4,573
Total	590	15,489

Industrial development certificates

Mr Clarke asked how many industrial development certificates have so far been granted and how many refused for speculative redevelopment of old industrial sites containing obsolete industrial premises outside the assisted areas.

Mr Williams replied: 'Up to the end of November 1976, 16 certificates have been issued for projects coming within the arrangements announced on 26 February 1976. No project within those criteria has been refused, but two or three applications for projects which on investigation were found to be outside the scheme were either rejected or withdrawn. Some other projects have been discussed informally but did not lead to applications as they were found to be outside the criteria.'

Financial assistance to industry

Mr Clarke asked for a list of all payments made or commitments entered into under section 8 of the

Industry Act 1972 in the year 1976 giving the relevant dates.

Mr Williams told him that commitments made under section 8 of the Industry Act 1972 in the year 1976 were:

£ million

Individual companies	Amount	Date of commitment
Kearney and Trecker Marwin Ltd	1.900	19 July 1976
Data Recording Instruments Co Ltd	0.500	9 Jan 1976
Chrysler (UK) Ltd	162.500	5 Jan 1976
Seaforth Maritime Ltd	0.950	5 July 1976
Drake and Cubitt Ltd	2.340	1 Sept 1976

Schemes of assistance	Amount	
Accelerated Projects Scheme	73.158	Commitments made throughout the year
Wool Textile Scheme (Phase 1)	3.156	
Clothing Scheme	0.822	
Ferrous Foundry Scheme	22.123	
Machine Tool Scheme	2.742	
Paper and Board Scheme	0.962	
Poultrymeat Processing	0.682	

Prospective commitments in 1976 under the Offshore Supplies Interest Relief Grant Scheme are estimated at £37 million.

Plesseys

Anthony Steen (Liverpool, Wavertree) asked what investment grants the government has given Plessey's in each of the last three years.

Mr Williams said that the amount of investment and regional development grant paid to Plesseys and its main subsidiaries was as follows:

1974	£174,000
1975	£646,000
1976	£164,000

Financial assistance to aerospace projects

Geoffrey Pattie (Chertsey and Walton) wanted to know the amount of government financial assistance given to British aerospace companies since 31 March 1974.

Mr Huckfield said that gross expenditure by the Department of Industry in the period 1 April 1974 to 31 March 1976 was as follows:

	£'000
Aircraft and aeroengine general R and D programme	16,881
Concorde aircraft	194,513
RB211 engine	42,631
Other aircraft and aeroengine projects and assistance	124,497
National Space Technology programme	2,654
	381,176

This figure does not include a further £29 million spent on work carried out in government establishments, universities, etc for the benefit of the aerospace industry.

Mr Pattie also asked what was the total amount of government aid given to Concorde, the Olympus engine and the RB211 engine at current prices.

Mr Huckfield gave total net expenditure at prevailing prices in the period up to 31 March 1976 as follows:

	£'000
Concorde	465,145
Olympus engine	224,505
RB211 engine	224,534

Mr Pattie then inquired about the amount of government launching aid for each civil aircraft project since 1945 together with the sums received by HM Government by way of royalties on sales expressed at current prices.

Mr Huckfield gave the information as follows:

GOVERNMENT CONTRIBUTIONS TO AND RECEIPTS FROM THE LAUNCHING OF CIVIL AIRCRAFT PROJECTS SINCE 1945 UP TO 31.3.76

£ million

Type	Current prices	
	Contributions	Receipts
Shortland, Sandringham, Solent, Tudor, Air Horse	2.25	n.a.
Apollo	1.25	Nil
Brabazon	6.45	Nil
Hermes	1.3	n.a.
Comet 1-4	10.25	4.11
Ambassador	1.85	0.15
Princess	9.1	Nil
Viscount	1.8	3.0
V-1000	2.35	Nil
Twin Pioneer	0.05	0.05
Britannia	6.4	5.10
Rotodyne	3.05	Nil
Argosy	0.1	Nil
Herald	1.1	0.05
VC-10	10.25	1.07
Trident	26.1	1.01
BAC 1-11	19.05	3.53
Islander	0.05	0.06
Jetstream	1.2	0.1
Airbus	1.15	Nil
HS 146	7.11	Nil
Concorde	278.9	0.3
	391.11	18.53

GOVERNMENT CONTRIBUTIONS TO AND RECEIPTS FROM PRODUCTION COSTS TO 31.3.76

£ million

	Current prices	
	Contributions	Receipts
Concorde	184.8	57.3

Mr Pattie asked for a list of the amounts spent by HM Government on purchases from the British aerospace industry of military aircraft, civil aircraft and guided weapons and space equipment since 1945 at current prices.

Mr Huckfield gave the best available estimates of amounts spent in the aircraft industry (MLH 383) since 1945 as

	£ million
On government purchases of military aircraft	6,900
On government purchases of civil aircraft	20
On government purchases of guided weapons and space equipment	800

'These figures are at prices current at the time of purchase,' he said. 'They exclude financial assistance to the research, development and production of civil aircraft (including Concorde) because such assistance was not associated with government purchases.'

Tourist projects in the development areas

Mr Clarke asked what tourist projects in the development areas received assistance from public funds in the year 1976.

'Projects assisted ranged from fresh accommodation and catering facilities through recreational centres to museums and amateur railways,' said Mr Meacher. 'Information about individual projects (which may be assisted in England either by the English Tourist Board or by the Council for Small Industries in Rural Areas) is not normally published without the consent of applicants; but these bodies' statutory reports, available in the Library of the House, provide information about overall expenditure in financial years up to the end of March 1976.

'Assistance in Scotland and Wales is the responsibility of my rt hon friends, the Secretaries of State for Scotland and Wales.'

Tariff and other preferences

Mr Gould asked for an estimate of the reduction in UK export prices required to compensate for the loss of tariff and other preferences in the Irish Republic, EFTA and the Commonwealth.

Mr Meacher replied: 'We continue to enjoy broadly the same free access to the Irish Republic and Efta as before accession to the EEC. As regards the commonwealth, some preferences have been lost, some are in process of being phased out and some remain. The estimate requested would rest on unquantifiable assumptions and be disproportionately costly to make, since a wide variety of concessions and a multitude of tariff rates is involved. However, it would probably be small.'

British Photographic Export Group

Dr Alan Glyn (Windsor and Maidenhead) asked what representations had been received by the Secretary of State for Trade from members of the British Photographic Export Group whose export promotions would be severely handicapped by the reduction in the allocation of funds.

Mr Meacher said: 'I have received one letter from a member of the group and the secretary of the group has written to the chairman of the British Overseas Trade Board about reductions in the joint venture programme for 1977-78. The British Photographic Export Group sponsored one joint venture during 1976-77 and is expected to sponsor one during 1977-78. The group's joint venture activity is not therefore being reduced. Both representations are being answered in these terms.'

Wednesday, 12 January

Export profitability

Mr Gould asked for the names of firms from whom there have been direct reports of the high rate of export profitability.

Mr Meacher replied: 'No list of the kind which my hon friend is seeking is available, but we are discussing with the main exporting companies the balance in their response to sterling depreciation between increasing market share and maximising foreign exchange earnings.'

EEC Regional Development Fund

Mr Clarke asked what applications for contributions from the EEC Regional Development Fund were made by HM Government in 1976; and how many were granted.

Mr. Williams said that during 1976 the government applied for contributions totalling £62.1 million towards the cost of pro-

jects in the United Kingdom, and the commission announced its intention to contribute £56.1 million. The remainder are expected to be included in announcements made during 1977.

Mr Clarke referred to contributions made from the EEC Regional Development Fund to investment in the United Kingdom in 1976, and asked how many supplemented assistance given by the British Government and how many were substituted for assistance which would otherwise have been given by the British government.

Mr Williams answered: 'In 1976 the commission agreed to contribute £59.1 million from the European Regional Development Fund towards the cost of government and other public authority expenditure on 691 projects in the United Kingdom. Contributions totalling £27.8 million towards government expenditure on regional aids to industry will be retained by the government and the receipts taken into account in settling the level of government expenditure on regional aids. Contributions totalling £31.3 million towards other public authority expenditure will be passed on to the authorities concerned and used to reduce the amounts borrowed to finance the projects.'

'What regional development programmes, and what precise planning objectives for each area for expansion in the UK, have so far been submitted by HMG to the commission in support of applications for contributions from the EEC Regional Development Fund?' asked Mr Clarke.

'Under the fund regulation the first regional development programme is not due to be submitted to the EEC commission until the end of 1977,' said Mr Williams. 'Nevertheless, all member states have agreed to submit experimental versions from the beginning of this year. It is hoped that the UK programme will be submitted within the next month. The programme is a description of the UK's regional problems and the measures being taken to deal with them; it is not a detailed planning document.'

'How many meetings has the EEC Regional Policy Committee held; and what aims and priorities have so far been established by that committee which have affected regional policy in the UK?' asked Mr Clarke.

Mr Williams replied: 'The committee has held seven meetings so far. Its main priority has been to get the administration of the European Regional Development Fund running smoothly and to clarify areas of uncertainty about eligibility for assistance from the fund. The committee's work has not affected regional policy in the United Kingdom.'

Food prices

Mr Marten asked by what percentage the retail prices of butter, bacon, cheese, lard, beef and bread had risen since January 1973.

Mr Maclennan gave the percentage increases in the prices of these foods between 16 January 1973 and 16 November 1976 as follows:

	Percentage increases between 16 January 1973 and 16 November 1976
Butter	121
Bacon	113
Cheese	71
Lard	147
Beef	76
Bread	96

'By what percentage has the cost of food risen in each member country of the EEC since January 1973?' asked Mr Marten

Mr Maclennan gave the increases in food price indices in EEC member countries between January 1973 and October 1976 (the most recent period for which data are commonly available) as follows:

	Percentage increase between January 1973 and October 1976
Belgium (a) (b)	42.3
Denmark (b)	55.0
Federal Republic of Germany (a) (d)	18.3
France (d)	52.5
Irish Republic	68.7 (c)
Italy	93.8
Luxembourg	42.0
Netherlands	36.2
United Kingdom (b)	103.4

Notes:
(a) Including alcoholic beverages.
(b) Excluding restaurant meals.
(c) Quarterly index 1/1973 to 3/1976.
(d) Including tobacco.

Sources:
OECD Main Economic Indicators.
UN Monthly Bulletin of Statistics.
Department of Employment.

Planning agreements

Mr Rooker asked for publicity on the concept of planning agreements amongst shop stewards and workers in industry.

Mr Williams said: 'The trade unions have done much to publicise the concept of planning agreements amongst shop stewards and workers in industry. My officials are also providing assistance and have been active in addressing seminars and other gatherings at the invitation of trade union members.'

Thursday, 13 January

Non-ferrous foundries

Mr Clarke asked for the number of applications for financial assistance received from the non-ferrous foundries industry.

'None,' said Mr Williams. 'A possible selective scheme of assistance for non-ferrous foundries is under consideration, but no announcement has been made about the introduction of such a scheme.'

Areas for Expansion

Questions were asked by Mr Clarke on the number of projects providing new employment in offices and service industries in Areas for Expansion which received grants or other financial help in 1976; the total cost to public funds; how that expenditure divided into the various eligible categories of grants and loans; and the estimated total number of employees moved into, and new jobs created in, the Areas for Expansion as a result.

Mr Williams replied: 'In the 11 months ending 30 November 1976, offers of assistance under section 7 of the Industry Act 1972 for company offices, research and development units and other service industry projects moving into the Assisted Areas were made as follows.

Number of projects	Rent relief grants £000	Employee transfer grants £000	Removal grants £000	Interest relief grants £000	Loans £000	Total £000
19	2,666	510	222	109	—	3,507

'It is estimated that as a result of these offers 2,758 additional jobs will be provided in the Assisted Areas of which 632 will be filled by employees transferring with their work,' said Mr Williams.

Machine tool industry scheme

Mr Clarke asked how many applications for financial assistance under the machine tool industry scheme had been received by the original final date for applications of 31 December 1976; and for the number of these applications so far approved or rejected.

Mr Williams said that 103 applications were received by the original closing date of 31 December 1976, including 61 in the final two months. He continued: 'Twenty-three applications have so far been approved, one has been rejected, seven were withdrawn or found to be ineligible under the terms of the Machine Tool Scheme and 72 are still being considered.'

Milk subsidy

Mr Shersby asked what was the total amount of the subsidy on milk for the year ended 31st December, and if there are any plans for reducing the subsidy during 1977.

Mr Hattersley said: 'Expenditure on the milk subsidy in the year ended 31 December 1976 amounted to £229 million. I intend phasing out the subsidy during the course of 1977.'

New companies

George Gardiner (Reigate) asked: 'How many new companies were formed between 1 January 1976 and the latest date for which figures are available; how many were formed in each of the previous five years; and how many of these were subsidiaries of existing companies?'

Mr Clinton Davis gave the numbers as follows:

Year	England and Wales	Scotland	Total
1971	37,988	1,457	39,445
1972	52,059	2,396	54 456
1973	64,677	2,672	67,349
1974	40,371	2,125	42,496
1975	43,428	2,250	45,678
1976	53,912	2,266	56,178
1977 (to 11 January	375	38	413

Information as to how many of these new companies were subsidiaries of existing companies is not available.

Alarm clocks

Mr Shersby asked for the value of imports of alarm clocks for the year ended 31 December 1976.

'The latest figures available relate to January-November 1976 when imports were £4.9 million cif,' said Mr Meacher.

Aircraft noise

Barney Hayhoe (Hounslow, Brentford and Isleworth) asked how many take-offs from Heathrow during 1976 exceeded the specified noise limits; and which aircraft and airlines had the worst records.

Mr Clinton Davis said that during 1976 there were 125,647 jet take-offs from Heathrow of which 2,556 (2.03 per cent) exceeded the permitted noise limits of 110 PNdB during the day and 102 PNdB at night.

He gave the airlines and types of aircraft which infringed on the greater number of occasions in the following table:

	Number of infringements	Percentage of total infringements
Airlines		
British Airways (European Division)	1,144	44.75
Trans World Airlines	370	14.47
British Airways (Overseas Division)	354	13.84
Pan American Airways	68	2.66
Aircraft		
Trident	1,130	44.2
Boeing 707	821	32.12
Boeing 747	186	7.66
Super VC10	124	4.85

Friday, 14 January

Data processing in EEC

Kenneth Warren (Hastings) asked what effect draft instrument R/2697/76 of 12 November 1976 concerning a proposed EEC council decision on a four year programme for the development of data processing in the community would have on existing government support schemes for the UK computer hardware and software industries and on UK regional aid schemes when such direct and regional aid schemes do not complement those schemes contained in the proposed EEC four year programme.

Mr Williams answered, 'The commission's proposals recognise the existence of national support schemes for the hardware and software industries and envisage complementing them with a community programme. The content of the community programme and the scope for co-ordination with national efforts will be discussed in the forthcoming examination of the commission's proposals through the normal council procedures. Questions of regional aid are unlikely to arise in this context.'

Mr Warren asked: 'How does the proposed contribution by the UK to the programme for the years 1978 to 1981 inclusive as set out in draft instrument R/2697/76 of 12 November 1976 compare with the sums of monies spent during the last three financial years and budgeted for expenditure in the current financial year by HMG; and what would be the total UK expenditure envisaged by HMG and by the EEC in the UK in the years in 1978 to 1981 in the areas covered by the proposals?'

Mr Williams said, 'The EEC commission's proposals for a four year programme to develop the European data processing industry have still to be discussed through the normal council procedures; the coverage and cost of the programme are therefore not yet firm. The UK share of the programme as set out in the commission's document would be about £11½ million in total for the years 1978 to 1981, including some support for the electronic components industry. UK government expenditure in support of the UK data processing industry is expected to total some £50 million in the years 1973-74 to 1976-77 inclusive. The total provision for such government expenditure in the years covered by the commission's proposals has not yet been established. It is not possible to estimate how much of the EEC support might be spent in the UK.'

Software Products Scheme

Robin Corbett (Hemel Hempstead) asked what proportion of the total monies spent on the Software Products Scheme in 1973-74, 1974-75 and 1975-76 has been spent on computers: (a) over 1 Atlas power and (b) under 1 Atlas power; what proportion had been spent on developing machines of: (a) UK manufacture and (b) foreign manufacture, and what was the total amount of funding under the Software Products Scheme in 1973-74, 1974-75 and 1975-76; and how much is proposed to spend in 1977-78.

Mr Williams said, 'The scheme is intended to assist the development of software packages, where a package may be designed to run on several different machines. It is not a simple matter to apportion the monies spent between packages for machines above and below 1 Atlas power; however few packages developed under the Scheme were designed for machines above 1 Atlas power.

'No funds under the scheme have been used for machine development.

'The total funding under the scheme was £62K in 1973-74, £138K in 1974-75 and £315K in 1975-76. The planned funding for 1976-77 and 1977-78 is £318K in both years.'

Copyright in EEC

Tim Sainsbury (Hove) asked in which EEC countries there are re-sale rights for painters and sculptors; and the extent of these rights.

'Painters and sculptors have re-sale rights (*droit de suite*) in Belgium, France, Federal Republic of Germany and Italy,' said Mr Clinton Davis.

'Belgian law provides an inalienable right for such artists throughout the term of copyright on paintings and sculptures sold at public auctions. The scale of payment ranges from 2 per cent of sums realised from 1,000 to 10,000 francs to 6 per cent of sums in excess of 50,000 francs.

'French law gives a similar right in respect of public sales but the rate is fixed at 3 per cent of the gross price of the work.

'In Germany when a dealer or auctioneer participates in the re-sale of a work of art (either as buyer, seller or broker) the artist has an inalienable right to require the seller to pay him a 1 per cent share of the proceeds of any sale exceeding 500 DM.

'Italian law gives artists an inalienable right to a percentage ranging from 1 per cent to 5 per cent of the amount by which the price at the first public sale exceeds the price at the first sale and to percentages ranging from 2 per cent to 10 per cent of the increases in value at successive sales, subject, to certain minimum limits.

'The whole question of *droit de suite* is discussed in the Report of the Whitford Committee on Copyright which will be published next month.'

John Hastie Company

Mr Grylls asked: 'What is the total financial support being offered to John Hastie Company of Greenock; what proportion of the total equity will the government hold; what loans are to be made to the company; and what are the conditions of the loans?'

Mr Kaufman replied: 'Normally it is the department's practice to publish information about selective financial assistance in the first quarter after the first payment is made. However, in the circumstances of this case, I am glad to provide the following information now. Following the appointment of the receiver my department initiated negotiations with the object of preserving in Greenock the important Hastie capability for the manufacture of large steering gears. My department has offered Vickers Ltd support for this purpose not exceeding £2.23 million under section 7 of the Industry Act 1972. Vickers Ltd have accepted this offer. The issued share capital of the new company, John Hastie of Greenock (Holdings) Ltd, will be £850,000, of which £500,000 will be held by Vickers Ltd and £350,000 by the Secretary of State for Industry. All shares participate in the profits of the company. The shares held by the secretary of state are redeemable and have no votes. The shares held by Vickers Ltd have voting rights. My department will make available two loans to John Hastie of Greenock (Holdings) Ltd. The first, of £100,000, repayable in three equal instalments on 31 December 1981, 1982 and 1983, interest-free for three years and thereafter bearing interest at 12 per cent per annum, is to assist in the acquisition of the business of John Hastie and Co Ltd. The second is a loan facility for £600,000, for the re-equipment and modernisation of the company's plant and buildings at Greenock, it will only be available if, as I hope, Vickers decide before 31 December 1980 to go ahead with modernisation. The terms of the loan provide for repayment in three equal annual instalments following the fifth, sixth and seventh anniversaries of the advance. It would be interest free for two years and thereafter bear interest at 12 per cent per annum. The balance of the assistance is primarily for product development. In addition my department has provided an indemnity to the receiver personally and to Vickers in respect of contingent liabilities should any arise out of the completion of certain residual business of the former Hastie Company.'

Liaison between industry, schools and universities

Mr Marshall (Arundel) asked for a statement about closer liaison between industry and schools and universities.

Mr Huckfield replied, 'I am working closely with my rt hon friend the Secretary of State for Education and Science on this matter. Considerable efforts are already being made to bring industry, schools, universities and other educational establishments closer together. In particular I would draw the attention of the hon member to the work of Pett (Project-Engineers and Technologists for Tomorrow), an organisation sponsored by my department; to the "Understanding British Industry Scheme" being launched by the Confederation of British Industry and to the work of the Schools Council and the Science Research Council in this regard. Other schemes are under urgent consideration. I would also refer the hon member to the report of the Science Sub-Committee of the Select Committee on Science and Technology "University – Industry Relations" published on 26 October 1976.'

Government sales

Ministry of Defence

Sales by auction

27 January 1977 – Furniture

Location
RAF West Drayton, Middlesex UB7 9AU

Auctioneers
Fuller Horsey Sons and Cassell (Dept L), 52 Bow Lane, London EC4M 9ET (tel. 01-248 7954)

A small sale of approximately 550 lots of household furniture and effects which will be sold as single items or in small quantities.

Catalogues which give details of the lots, conditions of sale, viewing times, etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 20p postage and packing 10p extra (postal orders only).

2 February 1977 – Miscellaneous Stores

Location
Auctioneer's premises.

Auctioneers
Woolland Son and Manico (Dept L), Kinterbury House, St Andrews Cross, Plymouth PL1 2DQ (tel. 0752-69292)

Stores lying at various depots in the West Country including service clothing and textiles, office and household furniture, watches, clocks, binoculars, 1,000 whistles, 4,000 string nets, 45,000 string bags and a large collection of other stores. Two Morris Mini cars, Bedford truck and two 5-ton pantechnicons.

9 and 10 February 1977 – Vehicles, Earthmoving and Lifting equipment

Location
Ordnance Storage and Disposal Depot, RAOC, Ruddington, Notts

Auctioneers
Walker Walton and Hanson (Dept L), Byard Lane, Bridlesmith Gate, Nottingham NG1 2GL (tel. 0602-54272)

350 commercial vehicles including heavy duty trucks and tractors by AEC, Leyland and Scammell, Alvis airfield crash tenders. 90 trailers, refuellers, fire tenders, Bedford RL and TK trucks and tractor units, forklift trucks, mobile cranes, loading shovels. 700 saloons, limousines, estate cars, minibuses and light vans (including 230 Morris Mini and Minor 1000 saloons and Travellers), coaches, 180 Land-Rovers and plant spares. The majority of the vehicles will be offered as single lots.

Catalogues which give details of the lots, conditions of sale, viewing times etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 20p postage and packing 10p extra (postal orders only).

Wembley Auction Sales 1975/76

1 February 1977

View Days:	Day preceding and morning of sale
Location:	Department of the Environment Property Services Agency Supplies Store India Pavilion Exhibition Grounds Wembley, Middx. Tel. 01-903 2508
Description of Goods:	Office and Miscellaneous Furniture Engineering, Electrical, Canteen, Domestic and Other Equipment
Auctioneers:	Messrs. Fuller, Horsey, Sons and Cassell 52 Bow Lane London EC4M 9ET Tel. 01-248 7954
Catalogue:	Direct from the auctioneer price 10p each

Potential buyers are advised to refer to the official catalogue available direct from the auctioneers price 10p.

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European community news

UK to receive further £4.8 million from regional fund

Further contributions of £4.8 million towards the cost of 29 projects in the UK are to be made from the EEC regional development fund. An announcement about this first allocation from the fund towards the UK's 1977 share was made by the commission yesterday (20 January).

The £4.8 million relates to one industrial project, 27 government advance factory projects and one infrastructure project and is allocated as follows:

£000

	Industrial and government advance factory projects	Infrastructure projects	Total
Yorkshire and Humberside	553		553
South West Region	55		55
Total England	608		608
Scotland	1,050	3,164	4,214
Total UK	1,658	3,164	4,822

Advance factories

Yorkshire and Humberside region

Projects – 24 Fund contribution – £553,507

Location	Factories
Batley, West Yorkshire	1
Bradford	4
Brighouse, West Yorkshire	1
Dewsbury, West Yorkshire	1
Doncaster	4
Grimsby	2
Halifax	1
Hemsworth, West Yorkshire	1
Hull	3
Leeds	1
Rotherham	3
Todmorden, West Yorkshire	1
Whitby	1

South-West region

Projects – 3 Fund contribution – £54,579

Location	Factories
Plymouth	1
Truro	1
West Penwith	1

Projects in Scotland

Industrial project

Fund contribution £1,050,000

Location	Company	Project
Arbroath, Tayside	Halliburton Mfg and Services Ltd	Manufacture of equipment for the petroleum industry

Infrastructure project

Fund contribution £3,164,100

Location	Authority	Project
Hunterston, Strathclyde	Clyde Port Authority	Construction of iron ore terminal

Since the inception of the fund in 1975 a total of £99.8 million has now been approved for UK projects. This is allocated as follows:

	Fund contributions £000
England	
Northern	26,037
North West	9,879
Yorkshire and Humberside	3,643
East Midlands	503
West Midlands	14
South West	1,575
Total England	41,651
Northern Ireland	14,973
Scotland	28,673
Wales	14,563
Total UK	99,860

The new allocation by the commission includes contributions totalling £0.6 million towards the cost of government expenditure on previously announced advanced factory projects in England (see below).

Commission proposes a framework for banking

The commission's draft directive on the co-ordination of laws governing the commencement and carrying on of the business of credit institutions, was described by Denzil Davies, Minister of State at the Treasury, in the Commons on 10 January.

An essential point about this draft community instrument was, he said, that the commission had proposed a framework. It laid down some broad principles and a few detailed requirements, but member states were largely free to interpret and add to those requirements as they judged best.

The draft directive had been under discussion in Brussels for about 18 months. There was still a number of questions to be resolved, but there was a reasonable chance that after discussions it would be ready for adoption during the first six months of this year. It would come fully into force two years from the date when it was adopted by the council of ministers.

The directive dealt with credit institutions which took deposits or other repayable moneys from the public and granted credit on their own account. It was concerned with member states' controls over the commencement of business by credit institutions, and with the continuing supervision of credit institutions.

On the commencement of business by credit institutions, Mr Davies quoted the general principle from the directive: 'Member states shall require credit institutions to obtain authorisation before commencing their activities.'

The directive, he explained, laid down certain broad criteria for authorising and for withdrawing authorisation from a credit institution. It allowed member states to subject to authorisation the branches of a credit institution established in another member state – for example, the London branch of a French bank.

The second main strand in the directive, Mr Davies explained, concerned the prudential supervision of banks and other credit institutions once they were in existence – 'that is, checks and controls on their liquidity and the adequacy of their capital'.

Here the draft directive was even less specific than in the provisions dealing with the commencement of business, Mr Davies said, and the final text of article 6 of the draft directive, which dealt with prudential ratios, would, he believed, be less specific. The contact committee or advisory committee, which article 11 sets up, was to look at capital adequacy and liquidity ratios and see whether any further harmonisation in that area was desirable or possible. The authorities responsible for supervising credit institutions in the different member states would co-operate closely.

Mr Davies added that there were a few miscellaneous provisions in the directive for dealing, for example, with exceptions and the treatment of branches of third country banks.

When adopted this directive would have two significant effects upon the UK's approach to the regulation of credit institutions, he said. The first was that the directive would commit all member states to establish a prior authorisation system for credit institutions. In the UK there was no basic authorisation requirement, but a system of prudential controls over some specialised types of credit institution such as building societies.

There was also a series of statutory 'recognitions' in the UK which banks and other credit institutions must acquire in order to carry out certain specific functions. Exchange control authorisation was the most obvious example, and for many years the Bank of England had operated a system of prudential supervision over banks, though its supervisory role had not been derived from specific statutory authority.

'But we have never had the kind of law that the draft directive envisages and requires, under which all institutions have to obtain a licence or some other form of authorisation in order to engage in the basic business of taking deposits and giving credit,' Mr Davies pointed out.

The government had published a white paper on the licensing and supervision of deposit-taking institutions in August last year. It said that the government intended to introduce legislation which would set up a system

of prior authorisation for deposit-taking institutions.

'We propose that there should be two forms of what the directive calls "authorisation" licences and banking recognition,' Mr Davies said. 'Licences will be awarded to institutions which meet the requirements to be laid down in legislation. Institutions will be recognised as banks if, in addition, they are of sufficient reputation and status and provide a sufficiently wide range of banking services to justify the title "bank".'

All of these institutions, licensed as well as recognised, would then be supervised by the Bank of England.

'The legislation which we intend to introduce will allow us to meet our obligations under the draft directive. The government have no objection to the basic requirement of the directive that all member states should have a prior authorisation system for credit institutions.'

The draft directive would also affect international co-operation in banking supervision. Increasingly, therefore, it could only be effectively supervised through international co-operation between the authorities of different countries. Such co-operation already existed. Those responsible for banking supervision in the Bank of England had frequent contact with their opposite numbers in other countries both within and without the European community.

'We can expect the directive to take this process of international co-operation further,' Mr Davies said. The draft directive proposed that an advisory committee should be established to institutionalise contact and co-operation between those who were responsible in finance ministries, central banks and other supervisory authorities for the supervision and regulation of credit institutions.

. . . and a European export bank

Denzil Davies went on to describe to the House the commission's proposals for the establishment of a European export bank.

The objective of the commisssion's proposal was to improve the chances of success of companies in member countries which wished to collaborate in bidding for contracts for very large projects in countries outside the community. The bank would provide two main facilities – credit insurance and credit finance – for exporters engaged on such projects. The bank would be able to raise funds by borrowing on international capital markets, and, subject to certain conditions, on member states' own markets, on the basis of a community guarantee which would be fixed annually in the community budget.

The budget would also provide the initial costs of setting up the European export bank, meeting any operating deficits and providing an initial capital of 100 million units of account. The bank would supply credit at market rates or, within the limits of international obligations, on terms comparable with those granted to exporters in third countries. It would work closely with the banking sector, which would be responsible for at least a part of the finance for each project.

Talks had been going on for many years over harmonisation in the field of export credits, Mr Davies explained, but progress had been extremely slow and there was little prospect of early success. At the same time, the number and size of very large export projects had been growing over the past few years and was likely to continue to do so. It was also likely that exporters within the community would increasingly wish to collaborate on these very large projects if they were to secure business against American and Japanese competition. American and Japanese companies did not face the same problems of co-operating on these large projects as did community firms.

A European export bank would be one way of trying to deal with these problems within the community and to improve the competitive ability of firms in the community.

The commission's proposals had some advantages. The first was the provision of a single point of contact for financing and insurance, which could simplify the administrative problems which firms faced over the negotiation of large multinational operations – those involving two or more member countries – compared with companies in Japan and the United States of America. The amount of business coming to undertakings in member states could therefore increase as a consequence of the expanded and centralised facilities thus made available.

Secondly, Mr Davies said, the European export bank's access to independent sources of borrowings could relieve member states from a part of the financial burden of financing particular pieces of large export business. And the bank could also facilitate the financing of a multinational credit deal in a single currency.

The government therefore believed that the commission had usefully identified ways in which the community's export capability could be improved. There were, however, many unresolved technical problems to be overcome before a bank could be set up and fully functioning and the government was not confident that these problems could be left, as the commission suggested, to the management of the bank once it had been set up.

Raymond Barre at French chamber of commerce

Raymond Barre (left), the French Prime Minister, speaking to the French chamber of commerce at London's Savoy Hotel on 11 January. Sitting alongside him are M Lambert (centre), president of the French chamber of commerce, and Denis Healey, Chancellor of the Exchequer. M Barre was making his first official visit to Britain since his appointment last September. [photo : COI].

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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New legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

Common agricultural policy

The texts of the following regulations, directives and decisions which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities.*

General. Regulation (EEC) 3135/76 amending regulation (EEC) 1687/76 laying down common detailed rules for verifying the use and/or destination of products from intervention (*Official Journal* L353, 23 December 1976).

Regulation (EEC) 3138/76 amending regulations (EEC) 2682/72, (EEC) 2727/75, (EEC) 765/68 and (EEC) 3330/74 as regards the description of certain chemicals falling within subheading 29.16 A ex VIII of the common customs tariff (*Official Journal* L354, 24 December 1976).

Regulation (EEC) 3186/76 amending regulation (EEC) 192/75 laying down detailed rules for the application of export refunds in respect of agricultural products (*Official Journal* L359, 30 December 1976).

Fish and fish products. Regulation (EEC) 3113/76 fixing the standard values to be used in calculating financial compensation in respect of fishery products withdrawn from the market during the 1977 fishing year (*Official Journal* L352, 22 December 1976).

Regulation (EEC) 3120/76 fixing the guide prices for the fishery products listed in annex I (A) and (C) to regulation (EEC) 100/76 for the 1977 fishing year.

Regulation (EEC) 3121/76 fixing the guide prices for the fishery products listed in annex II to regulation (EEC) 100/76 for the 1977 fishing year.

Regulation (EEC) 3122/76 fixing the community producer price for tunny intended for the canning industry for the 1977 fishing year.

Regulation (EEC) 3123/76 fixing the intervention prices for fresh or chilled sardines and anchovies for the 1977 fishing year.

Regulation (EEC) 3124/76 amending regulation (EEC) 1109/71 on detailed rules for determining the entry price for certain fishery products.

Regulation (EEC) 3125/76 fixing, for the 1977 fishing year, reference prices for fishery products.

Regulation (EEC) 3126/76 fixing reference prices for tunny intended for the canning industry 31 December 1977.

Regulation (EEC) 3127/76 amending regulation (EEC) 3559/73 laying down detailed rules for granting financial compensation and indemnities, fixing the withdrawal price and determining the buying-in price for certain fishery products.

Regulation (EEC) 3128/76 fixing, for the 1977 fishing year, withdrawal prices for the fishery products listed in annex I (A) and (C) to regulation (EEC) 100/76 and for certain products landed in areas very distant from the main areas of consumption in the community.
(*Official Journal* L353, 23 December 1976).

Cattle, beef and veal. Regulation (EEC) 3117/76 amending and repealing the linking systems introduced in the beef and veal sector, by way of protective measures, by regulations (EEC) 76/76 and (EEC) 223/76 (*Official Journal* L352, 22 December 1976).

Regulation (EEC) 3136/76 amending for the second time regulation (EEC) 3376/75 as regards the arrangements for the reduction of import charges on beef and veal products originating in the African, Caribbean and Pacific states in 1977 (*Official Journal* L353, 23 December 1976).

Wine. Regulation (EEC) 3140/76 amending regulation (EEC) 1162/76 on measures designed to adjust wine-growing potential to market requirements.

Regulation (EEC) 3141/76 amending regulation (EEC) 1163/76 on the granting of a conversion premium in the wine sector.

Regulation (EEC) 3148/76 on preventive distillation for the wine-growing year 1976/77.

Regulation (EEC) 3149/76 amending regulation (EEC) 2034/76 with regard to the list of vine varieties in respect of which a conversion premium may be granted for grubbing.
(*Official Journal* L354, 24 December 1976).

Regulation (EEC) 3168/76 laying down the conditions for coupage and wine-making in the free zones on community territory for wine products originating in third countries. (*Official Journal* L357, 29 December 1976.)

Corrigenda. The *Official Journal* L354, 24 December 1976 contains the texts of the following corrections:

Corrigendum to regulation (EEC) 678/75 (published in *Official Journal* L72, 20 March 1975) amending regulation (EEC) 816/70 as regards the definition of alcohol-muted fresh grape must and amending chapter 22 of the common customs tariff
Page 43, title, first recital, second recital articles 1, 3, 4, 5 and 6:
for: '... alcohol-muted fresh grape must...'
read: '... grape must with fermentation arrested by the addition of alcohol...'

Corrigendum to regulation (EEC) 681/75 (published in *Official Journal* L72, 20 March 1975) amending regulation (EEC) 948/70 defining certain products falling within heading nos 20.07, 22.04 and 22.05 of the common customs tariff originating in third countries
Page 48, recital, article 1:
for: '... alcohol-muted fresh grape must...'
read: '... grape must with fermentation arrested by the addition of alcohol...'

Processed fruit and vegetables. Regulation (EEC) 3151/76 fixing the difference in the prices of white sugar to be used for calculating the levy for products processed from fruit and vegetables (*Official Journal* L354, 24 December 1976).

Milk and milk products. Regulation (EEC) 3161/76 amending regulation (EEC) 1624/76 concerning the advance on payment of aid for skimmed-milk powder denatured or processed into compound feeding-stuffs in the territory of another member state (*Official Journal* L356, 28 December 1976).

Oils, fats and oilseeds. Regulation (EEC) 3188/76 on rules for the implementation of the special measures for the determination of offers of olive oil on the world market and on the Greek market (*Official Journal* L359, 30 December 1976).

Animal feedingstuffs. Directive 76/933/EEC amending the annexes to directive 70/524/EEC concerning additives in feedingstuffs (*Official Journal* L364, 31 December 1976).

Directive 76/934/EEC amending the annex to directive 74/63/EEC on the fixing of maximum permitted levels for undesirable substances and products in feedingstuffs (*Official Journal* L364, 31 December 1976).

Seeds. Decision 76/943/EEC amending the annex to second council decision 75/370/EEC on the equivalence of seed potatoes produced in third countries (*Official Journal* L364, 31 December 1976).

Commercial policy

Textile imports. The *Official Journal of the European Communities* L356, 28 December 1976, contains the text of regulation (EEC) 3160/76 amending regulation (EEC) 495/76 concerning import arrangements for certain textile products originating in Hong Kong. *Further information*: Department of Industry, Chemicals and Textiles Division, Millbank Tower, Millbank, London SW1P 4QU, tel 01-211 4113.

Imports. The *Official Journal of the European Communities* L362, 31 December 1976, contains the text of regulation 3207/76 maintaining in effect the rules whereby imports into Italy of malleable cast-iron tube and pipe fittings originating in Taiwan are subject to import authorisations.

Imports from state trading countries. The *Official Journal of the European Communities* L362, 31 December 1976, contains the text of regulation (EEC) 3205/76 maintaining in effect the rules whereby imports into Italy of electric filament lamps originating in certain European state-trading countries are subject to import authorisations.

Imports from non-member states. The *Official Journal of the European Communities* L364, 31 December 1976, contains the texts of the following decisions:

Decision 76/925/EEC authorising France not to apply community treatment to umbrellas and sunshades (including walking-stick umbrellas and similar umbrellas) falling within heading 66.01 of the common customs tariff, originating in Taiwan and in free circulation in the other member states.

Decision 76/927/EEC authorising the United Kingdom not to apply community treatment to unbleached and bleached yarn of synthetic fibres (polyester/cotton) falling within subheading 56.07 ex A of the common customs tariff, originating in the Republic of Korea and in free circulation in the Netherlands.

Greater coherence for key commission functions – Jenkins

Roy Jenkins at the European court of justice in Luxembourg after taking the oath as the new president of the commission. (AP wire photo)

Emphasising that he intended to be a European rather than a British president, during his address to the European parliament on 11 January, Roy Jenkins, president of the commission, went on to explain the distribution of portfolios in the new commission.

He said that in taking the decisions of the night of 6-7 January, the commission had sought both to give emphasis to some developing and crucial policy areas, and at the same time to try to bring, where possible, greater coherence to certain key functions.

'First of all the information activities of the commission have been brought together under my authority as president,' Mr Jenkins explained. 'It is, I believe, of fundamental importance, especially in the lead up to direct elections, that the information activities of the commission should be seen to have and receive a single clearly collegial sense of direction and purpose.' This could best be done, he said, by the president and he was determined to try to ensure a vigorous presentation to the public of the commission's activities.

Secondly over the period of his presidency of the commission, Mr Jenkins said that the community would be making decisions about those countries which sought membership. This was a key task and the questions inherent in the further enlargement of the community were so important that 'we have thought it right to make it a priority task of one commissioner'.

Thirdly, in the portfolio for employment and social affairs 'we have sought to recognise the need to do everything practical that we can to combat the problems of unemployment, especially of structural unemployment which confronts all member countries'. The tripartite conference had therefore been linked with this portfolio.

Fourthly, on financial instruments, Mr Jenkins said that there had been too great a tendency to see the various community funds in isolation one from the other. 'We are fully persuaded that the policy in relation to them should be seen and co-ordinated as a whole.'

'Finally,' he said, 'we have decided greatly to reorganise the area of the internal market and industrial affairs by bringing the existing directorates-general together and placing them together under the authority of a single member of the commission.'

The community was designed to protect and advance the interests of all its citizens, Mr Jenkins continued. 'Policies to safeguard the producer needed to be balanced by policies to safeguard the consumer. That balance had not always been struck in the past. 'This means that we should, I think, give greater weight to the protection of the consumer as well as to that of the environment in which the consumer – you and I – live.'

In the difficult times which lay ahead, the commission would give priority to the maintenance and improvement of the common agricultural policy. And Mr Jenkins said that he believed this could best be done by 'showing clearly that it could serve the common good in providing stable supplies of food at reasonable prices as well as stable markets for an efficient European agricultural system'.

'In short,' he said, 'we must seek to ensure that the Europe of the community, and especially the commission which is its servant, is seen to have, and has in fact, a human face which individual citizens in member states can both recognise and trust.'

Fishing, agriculture and energy likely to be of major concern in council

Community fishing policy, agricultural policy and energy policy were singled out by David Owen, Minister of State at the Foreign and Commonwealth Office, as three sectors of major importance, 'where over the past six months, there has been disagreement and which are likely to remain subjects of major concern in the council of ministers'. He was speaking at the beginning of a debate on European community developments in the House of Commons on 10 January.

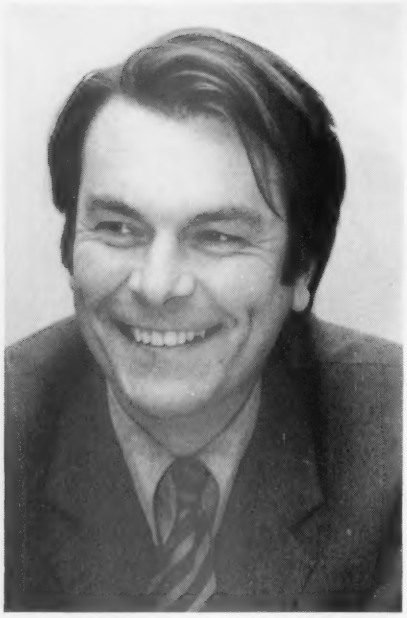
The common fisheries policy was rightly causing concern in Britain, Dr Owen said. He added that, in his view it would continue to do so throughout 1977 and possibly beyond, 'for I see no quick or easy solution for resolving the deep national differences that exist on this subject'.

The common fisheries policy was agreed in 1970 on the same day as Britain's formal negotiations for entry began, he explained. 'It would have been far better for the community of the Nine if this basic issue had been dealt with as part of the enlargement negotiations. It was a simple fact that it suited the interests of the original Six much better than those of the new members, particularly Britain and Ireland, and its existence was a powerful factor in the Norwegian referendum decision to reject entry.'

Despite this 'unfortunate history' the common fisheries policy was part of community law and Britain's community obligations, he said. 'We have to seek its reform as intelligently, firmly and ably as we can, and this we are doing. It must be reformed in the spirit of achieving a community solution.'

In some British criticism, he said, there was a tendency to forget that the other eight countries also had legitimate interests and concerns which also had to be squared. The overriding issue for the community was to protect and conserve fish, for failure to do so would ensure that stocks were 'decimated' and the future of the whole industry put at risk. A community fishing policy must have regard to the livelihood of those men and women in community countries who over the years had developed fishing as the very basis of their coastal existence.

Dr Owen explained that the common fisheries policy contained provision for equal



Community fishing policy, agricultural policy and energy policy – three sectors of major importance: David Owen.

access by the boats of all member states. Taken literally, it involved an equality of treatment such as was imposed on no other community activity. Though there were provisions in the treaty of accession which reserved areas between six and 12 miles around the UK's coasts for her own fishermen, these derogations lapsed at the end of 1982, and all community fishermen would then be able to fish up to the UK's shores unless the provisions were renewed.

But Dr Owen said that the special position of the coastal state must now be recognised within the common fisheries policy. The coastal state had not only a unique interest in the successful conservation and management of the fish stocks around its shores, but it had geared a substantial part of its industry to fishing close to its own ports. This was reflected in ship size, design, manning and fishing practice. It was wrong for a coastal fishing community to have its own industry destroyed by large vessels, sometimes using industrial fishing methods, coming in from other parts of the community.

A revised common fisheries policy must also take account of the fact that Britain was contributing over half of the stocks of fish within the area of sea covered by the extension of the 200-mile limit of the community coastal states, and furthermore had had to suffer a major cutback in its fishing in third country waters, particularly off Iceland.

Dr Owen pointed out that Britain and Ireland were seeking, as a part of a revised common fisheries policy, the establishment of coastal bands around the coasts of all member states. Coastal belts offered a more certain system of stock management. Quotas would be needed too, and a proper system for recording and reporting catches.

A community conservation system must provide the minimum opportunity for the objective recommendations of the scientists to be evaded or ignored. 'Conservation regulations must not deal in "paper fish", must be capable of sensible enforcement and be designed so that they cannot be broken with impunity and that means that they must allow for decisions to be taken swiftly.'

Over the past six months Dr Owen said that progress had been made to adapt the common fisheries policy to the new situation. All member countries had extended or would shortly extend their fisheries limits in the North Atlantic and North Sea. The community had opened fisheries negotiations with a number of third countries including Norway and the Faroes, which were particularly important to the UK. In the case of the eastern European states, 'whose fishing was at a level well above that justified by reciprocity or which could be tolerated by the fish stocks', the community had agreed a substantial reduction in some fishing, such as for mackerel off the UK's coasts, over the next six months.

As yet, Dr Owen continued, 'sadly the community negotiations with Iceland have not achieved anything for Britain, and I do not believe that anyone in the commission or the community is in any doubt that no agreement with Iceland at the end of the month will pose very serious problems.

'Over the next few months we shall be working both in the community and within the framework of the Fishery Limits Act to forge agreements over both external and internal fishing regimes and with the powers in the Fishery Limits Act to bring about effective control of third country fishing in our waters. We are determined to make progress, but in a way that does not put our fishing industry at risk. We do not seek a national solution, because that will only be a recipe for conflict. We recognise the virtue of the community showing a united front in the negotiations which lie ahead with the Soviet Union and others.'

Agricultural policy

Turning to agricultural policy, Dr Owen said that a good deal of attention had focused on the level of the green pound and on the whole green currency system. This was a question which was likely to recur over the next few months.

He explained that if market rates of exchange were used for converting CAP support prices, expressed in units of account, into the currencies of member states, these support prices would float up and down as the value of currencies on the foreign exchange markets changed. That was clearly unsatisfactory, and to prevent it, fixed rates of exchange known as green rates were introduced for the conversion of common prices.

Because the green rates differed from market rates, the real level of common support prices varied from member state to member state. It was therefore necessary to apply 'monetary compensatory amounts' as import subsidies and export levies for depreciating currencies like the UK's, and as export subsidies and import levies for appreciating currencies in order to prevent agricultural products from being attracted to countries with higher support prices.

'British consumers gain because we are large food importers through import subsidies and therefore lower prices because of the fall of sterling, whereas German farmers gain from export subsidies because of the increased value of the deutschemark,' Dr Owen pointed out.

He said that it should be stressed that Britain was gaining wholly legitimately from this aspect of the CAP. Britain entered the community knowing that it would lose on the CAP in many areas. 'We did this with our eyes open, but I find something bizarre to say the least in the attitude of those who argue that we should throw away this legitimate advantage either because of a misplaced sense of guilt, feeling that this is somehow unfair on other members of the community, or because they have failed to appreciate how valuable as a counter-inflation measure this import subsidy is for a country like ours whose currency fell very rapidly.'

It was open to the government to devalue the green pound, Dr Owen explained, and in October last year the UK was under very strong pressure to do so. 'Quite rightly we resisted', he said. 'The best thing for the community would be the continuing improvement in sterling which would in itself reduce mca expenditure.'

To a certain extent this had begun to happen already. Sterling reached its lowest rate against the unit of account on 28 October at 1.18. At this rate the application of mcas would have given the UK a 47.5 per cent import subsidy, but in fact the level never rose above 45 per cent. Sterling since then had strengthened and was now fairly stable at about 1.25 ua giving a current application of mca at 38.5 per cent.

In deciding on the right level for the green pound, the government had naturally to take into account overall policy considerations. Premature devaluation of the green pound would be counter-productive both for the counter-inflation policy and for the value of sterling. 'This can not be in the community's interest and it certainly is not in ours. At present, therefore, the government conclude that the balance of interests comes down against any change in the rate.'

Energy policy

Energy policy was described by Dr Owen as another sector which was taking on an ever-increasing importance 'and where we have consistently sought to move the community forward'. It was a complex subject involving vast investment and crucial national interests. Occasionally events provided the sort of stimulus which could push groups and countries to see beyond their immediate interests to the benefits which could flow from acting together.

'The climatic events of 1973–74 should have provided – and belatedly did provide – such a stimulus, but it was not until the Rome European council in December 1975 that the heads of government provided the clear instruction that was needed to translate the community's acknowledged need to reduce dependence on imported energy to some kind of action.

'We welcomed the commission's proposals made in January last year,' Dr Owen said. These had included one particular mechanism – the minimum safeguard price (msp) which would work to protect and encourage investment in all forms of energy. It could be argued that the UK of all the community

countries least needed common policies since the reduction of the UK's dependence on imported energy was daily taking care of itself.

'Such an attitude would have been both shortsighted and lacking in community spirit and we took the first opportunity provided – at the energy council in March – to state our view that the package prepared by the commission was a good one. I deeply regret that all our partners did not feel able to do the same.'

He explained that msp for oil was a device that acted as a safety net set well below the height from which oil prices might fall. 'If it is never triggered we should be neither surprised nor dismayed,' he added. But the fact that it was there would provide a confidence-building mechanism, likely to be cost-free.

Because oil was the balancing source of fuel in which nations calculated their energy accounts, msp would cover all sectors of energy – not just oil – and investors would know that, whatever happened to the world price of oil, their investment in the North Sea, in nuclear power, in coal wherever it was found, in renewable energy of any kind and in gas would not, within limits, be threatened by a sudden and unforseeable collapse in the world price of oil.

The United Kingdom, Dr Owen pointed out, had made by far the greatest investment in energy within the community – 51 per cent of the community's investment in oil, 33 per cent for coal, 26 per cent for natural gas and 27 per cent of the whole of the community's energy investment. It did not seem unreasonable to look for community underpinning for investments, which would go far towards reducing the dependence of the community as a whole on imported energy.

But, 'clearly 1976 has not been all stagnation'. Useful work had been done on a more rational use of energy. The energy council at its last meeting in December took a first decision on measures to be adopted in the event of supply difficulties. But some degree of disappointment was natural when progress was slow in an area 'where our own approach, we believe, is positive and constructive'.

David Owen explained that, as president of the energy council, Tony Benn, Secretary of State for Energy, intended immediately to explore with his colleagues the best way forward. He wished to develop a proper and complete understanding of others' views in the hope that the next six months would produce some worthwhile progress in this 'vital sector'.

Official publications on community matters

The following publications, issued during the period 1 November to 31 December 1976, can be ordered from HMSO, PO Box 569, London SE1 9NH, quoting the standard book number given in parentheses after each title.

Parliament – command papers

6649: European Communities No 25 (1976) Agreement on Cane Sugar in the form of an Exchange of Letters between the European Economic Community and the Republic of India. Brussels, 14 July 1976. 3pp. (0 10 166490 8). 12p (18½p)

6646: European Communities No 26 (1976). Framework Agreement for Commercial and Economic Co-operation between the European Communities and Canada, Ottawa. 6 July 1976. (0 10 166460 5). 20p (26½p)

6695: European Communities No 29 (1976). Developments in the European Communities May-November 1976. 20pp. (0 10 166950 x). 45p (51½p)

6676: European Communities No 28 (1976). Agreement on Cane Sugar in the Form of an Exchange of Letters between the European Economic Community and Barbados. Brussels, 14 July 1976. 4pp. (0 10 166760 4). 15p (21½p)

6693: European Communities No 27 (1976). Agreement in the form of an Exchange of Letters amending the Convention between the European Economic Community and the United Nations Relief and Works Agency for Palestine Refugees (UNRWA) signed on 18 December 1972. Brussels, 20 July 1976. 3pp. (0 10 166930 5). 15p (21½p)

House of Commons papers: session 1975-76

37th Report from the Select Committee on European Secondary Legislation, etc, together with the Proceedings of the Committee. Debates on lawyers and roadworthiness tests. Beef and veal – EAGGF. Agriculture-Marketing and Processing. Aeronautical Sector. 20pp. (0 10 009356 6). 35p (41½p)

3rd Report from the Select Committee on Direct Elections to the European Assembly. Together with the Proceedings of the Committee and the Minutes of Evidence taken before the Committee on 14 October 1976. 46pp. (0 10 009366 3). 85p (94p)

38th Report from the Select Committee on European Secondary Legislation, etc. Together with the Proceedings of the Committee. Agricultural Exchange Rates, Lead Content of Petrol, Textile Imports – Turkey. 19pp. (0 10 009576 3). 35p (41½p)

39th Report from the Select Committee on European Secondary Legislation, etc. Round-up of Outstanding Debates. 12pp. (0 10 009586 0). 25p (31½p)

1st Report of the Select Committee on the European Communities Fortnightly Report, 30 November 1976. 1 First Sift of EEC Proposals. 2 Annex. 14pp. (0 10 400877 6). 35p (41½p)

1st Report from the Select Committee on European Secondary Legislation, etc, together with the Proceedings of the Committee, Trade Co-operation EAGGF – Fifth Report 1975 Textile Imports, Macao. 16pp (0 10 270277 2). 35p (41½p)

2nd Report from the Select Committee on European Legislation, etc, Together with the Proceedings of the Committee, Commercial Vehicle Taxation Securities, Stock Exchange Quotation Milk Sector. 16pp. (0 10 270677 8). 35p (41½p)

House of Lords papers and bills: session 1975-76

(375): 60th Report from the Select Committee of the House of Lords on the European Communities R/1676/76 Generalised Scheme of Tariff Preferences (GSP) for 1977. 6pp. (0 10 497476 1). 25p (31½p)

(388): 61st Report from the Select Committee of the House of Lords on the European Communities 22nd Sift: 16 November 1976. 1 Co-option. 2 Sifting of EEC Proposals. 3 Annexes A and B. 12pp. (0 10 496176 7). 25p (31½p)

(389): 63rd Report from the Select Committee of the House of Lords on the European Communities R/2237/76 – Liability for Defective Products. 8pp. (0 10 496076 0). 25p (31p)

Session 1976-77

3rd Report from the Select Committee on European Legislation, etc, Together with the Proceedings of the Committee. Poultry. Aircraft Noise and Quality of Water. 14pp. (0 10 270977 7). 35p (41½p)

3rd Report. Select Committee on the European Communities. Fortnightly Report, 14 December 1976. 1 Membership of Sub-Committees. 2 2nd Sift of EEC Proposals. 3 Annex. 16pp. (0 10 402577 8). 35p (41½p)

European communities

Commission of the European Communities

European Coal and Steel Community: Consultative Committee. Handbook. 17th Edition, 1975. (With Amendment, April 1976.) 124pp. (0 11 935966 9). £4.40 (£4.51)

Bulletin of the European Communities (ECSC, EEC, EAEC). 9th Year, 1976. No 9. (E-F-G-D-Da-I-S.) 107pp. (0 11 935983 9). 60p (77p)

The Evaluation of Vocational Training. Report of a Seminar held in the University of Manchester, United Kingdom – January 1975. 146pp. (0 11 935984 7). £1.45 (£1.62)

Directorate-General for Economic and Financial Affairs: The Economic Situation in the Community. 3 – 1976. 32pp., illus. (0 11 936001 2). £3.75 (£3.86)

Graphs and Notes on the Economic Situation in the Community. 10 – 1976. (E-Da.) 16pp. (0 11 936000 4). 85p (94p)

Directory of the Commission of the European Communities. September 1976. (E-F-G-D-Da-I.) 92pp. (0 11 936024 1). 60p (74p)

Information on Agriculture:

16 Methods for the Detection of the Viruses of Certain Diseases in Animals and Animal Products. August 1976. 146pp. (0 11 936026 8). £1.85 (£2.14)

17 Veterinary Vaccines – A Comparative Analysis of Regulations in the Member States for Three Major Diseases. 124pp. (0 11 936028 4). £1.85 (£2.11)

Medium-Term Economic Policy: Vol 5. Study on the Possible Part Played by Certain Primary Non-Employment Incomes in the Inflationary Process in the Federal Republic of Germany. Seminar on Social Policy. Johann Wolfgang Goethe-Universität, Frankfurt am Main, Frankfurt, December 1974. 101pp. (0 11 936025 x). £2.20 (£2.37)

Directorate-General for Economic and Financial Affairs: Results of the Business Survey carried out among Managements in the Community. 5 – 1976. (E-F-G-D-Da-I.) 108pp. (0 11 936044 6). £3.10 (£3.30)

Commerce and Distribution Series: 1 1976. Market Structures and Conditions of Competition in the Wholesale Trade in the Countries of the EEC. Summary of a study carried out by IFO-Economic Research Institute, Distribution Division, Munich, September 1975. 40pp. (0 11 936042 x). 55p (66p)

Social Policy Series: 25 1976. Temporary-Employment Business. Comparative Study of Provisions laid down by Law and Regulation in Force in the Member States of the European Communities. 74pp. (0 11 936043 8). 90p (£1.04)

A Study of the Evolution of Concentration in the United Kingdom Mechanical Engineering Industry – Concentration Tables. (By Professor J. B. Heath.) October 1975. 208pp. (0 11 936061 6). £3.50 (£3.97)

Bulletin of the European Communities (ECSC, EEC, EAEC). No 10, 1976 (9th Year). (E-F-G-D-Da-I-S.) 125pp. (0 11 936062 4). 60p (77p)

Vocational Training. Information Bulletin: Supplement: United Kingdom. (E-F-G-D-Da-I). 20pp. (0 11 936073 x). 85p (94p)

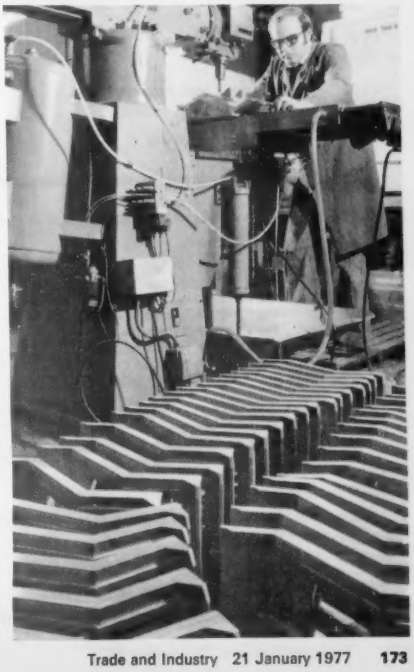
Temporary suspension of the CCT: other member states' requests

The following amendment should be made to the notice published in *Trade and Industry* on 24 December (pages 871 and 872) under the above heading:

Tariff heading	Description	Amendment
29.35 Q	Chloraphenamine hydrogen maleate (INNM)	Dexchlorpheniramine hydrogen maleate (INNM)

Castings for Europe

Aluminium precision sand castings of a type manufactured for electronic equipment concerns throughout Europe being machined to a customer's special requirements at the Sandy, Bedfordshire works of RKB Precision Products Ltd.



EEC tariff quotas 1977

An article in *Trade and Industry* of 19 November 1976 (page 542) listed tariff quotas (other than Generalised Tariff Preference Scheme (GSP) tariff quotas) which were expected to be opened in 1977. It is now possible to give further details. Listed below are the EEC tariff quotas (other than GSP tariff quotas) in which the United Kingdom is participating and other quotas which the United Kingdom has opened, which were or came into operation on 1 January 1977. (This list does not, however, include the United Kingdom tariff quotas for paper, paperboard and printed products which were the subject of a separate notice in *Trade and Industry* on 17 December, page 802.) (A notice about the 1977 GSP arrangements also appeared in *Trade and Industry* on 17 December 1976, page 792. The EEC GSP tariff quotas are given in *O.J.* L.349 of 20 December 1976 – see footnote 5.)

In general qualifying imports will be debited against the tariff quotas in the order in which any importer enters them for home-use and claims relief from duty. (Customs Notice 771 and amendments, obtainable free from any Customs House or office of HM Customs and Excise explains how claims should be made.) (The Customs Duties Quota Relief (Administration) Order 1976, SI 1976/2105, refers.)

In some cases there are community reserves on which the UK may draw, depending on how quickly our initial share is used up.

It is to be noted that in some cases (eg eels, certain magnesium and newsprint) the duty relief under the quota is dependent upon the goods being used for particular purposes and the goods in question are subject to Customs control. (Customs Notice 770 – Tariff Liability Dependent On End-Use.)

Inquiries about this notice should be addressed to General Division 2, Department of Trade, Room 333, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ. Inquiries about how much particular quotas have been used (see footnote 6) should be made to the Tariff Quota Registration Unit, HM Customs and Excise, King's Beam House, Mark Lane, London EC3R 7HE, tel. 01-626 1515 ext. 2570.

Footnotes

1 Tariff quotas provide for the importation of limited amounts of goods at zero or reduced rates of duty. Any goods that do not obtain tariff quota relief are charged the normal rate of duty.

2 Where imports from particular third country sources qualify for duty-free treatment or a rate of duty as low as the quota rate under other preferential arrangements they will not count against the quotas.

3 As long as the quota for particular goods imported from all third countries ('global' quotas) remains unexhausted such goods may be imported outside the quota from other member states of EEC duty-free or at the quota rate when otherwise duty or a higher rate of duty would be chargeable.

4 *Unit of account.* 2.4 units of account (ua) are to be taken as equal to £1, except in relation to duties on Portuguese wines where the conversion rate is the current agricultural 'representative rate' (obtainable from local Customs offices).

5 Copies of the editions of the *Official Journal of the Communities* in which details of EEC tariff quotas are published, may be obtained from HMSO, PO Box 569, London SE1, tel. 01-928 6977 ext. 365.

6 Part 11 of HM Customs Tariff will list tariff quota reference numbers and periodic amendments will give information about tariff quotas which have been exhausted. Information about exhaustions of quotas will also be published at approximately monthly intervals in *Trade and Industry*.

7 In the case of the EEC tariff quotas where there is also a community reserve details are to be found in the EEC Council Regulations published in the *Official Journals of the Communities*.

EEC global tariff quotas 1977 for imports from all non-EEC sources

Tariff heading	Brief description	UK statutory instrument (where applicable)	UK quota rate		UK share of quota or initial share	EEC regulation and *Official Journal* reference
ex 01.02 A II(b)[2]	‡Alpine and mountain cattle (two quotas running from 1.7.76 to 30.6.77)	—	3.2% to 3.4.77 4% thereafter		300 head	1485/76 and 1486/76 *O.J.* L167 of 26.6.76, p. 1-8
03.01 A II	Certain fresh eels for processing. (Quota runs from 1.1.77 to 30.6.77.)	1976 No. 2108	Zero		225 tonnes	2720/76 *O.J.* L313 of 15.11.76, p. 16
08.04 BI	Certain dried grapes	1976 No. 2108	Full	CW	4,029 tonnes	2719/76 *O.J.* L.313 of 15.11.76, p. 14
a)			£0.0393 per 100kg plus 0.9%	0.9%		
b)			£0.0787 per 100kg plus 0.9%	0.9%		
38.08 A	Rosin including 'brais resineux'	—	Zero		2,323 tonnes	2634/76 *O.J.* L.305 of 6.11.76, p. 107
ex 44.15 AI	Certain plywood of coniferous species	1976 No. 2108	Zero		335,000m³	2631/76 *O.J.* L.305 of 6.11.76, p. 1
48.01 A ex 48.01 E	Newsprint	1976 No. 2193	Zero		700,000 tonnes	2931/76 *O.J.* L.334 of 3.12.76, p. 7
50.02	Raw silk (not thrown)	—	Zero		200 tonnes	3010/76 *O.J.* L.344 of 14.12.76, p. 1
ex 50.04 B	Yarn wholly of silk	1976 No. 2193	2.5% 1.1.77 to 30.7.77	1.7.77 to 31.12.77	4 tonnes	3011/76 *O.J.* L.344 of 14.12.76, p. 4
ex 50.05 B	Yarn wholly of silk waste other than noil	1976 No. 2193	Dyed 1% Undyed 0.8%	1% 1%	32 tonnes	3012/76 *O.J.* L.344 of 14.12.76, p. 7
ex 50.09 ex 50.10 ex 55.07 ex 55.09 ex 58.04	Handwoven fabrics of silk or waste silk Handwoven fabrics of noil silk Handwoven cotton gauze Handwoven fabrics of cotton Handwoven pile and chenille fabrics of cotton	1976 No. 2108	Zero		Silk 138,000 units of account Cotton 720,000 units of account	2633/76 *O.J.* L.305 of 6.11.76, p. 74 (Relates to imports under special arrangements from Bangladesh, India, Laos, Pakistan, Sri Lanka, Thailand, El Salvador and Honduras
ex Chapt. 50-57 and 58.04 58.05 58.07 58.08 58.09 60.01	‡On the added value of processing of yarns and fabrics in these headings imported as provided for in the arrangements with Switzerland on trade in processing in the textile sector (Quota runs from 1.9.76 to 31.8.77)	—	Zero		No initial share	1642/76 *O.J.* L.182 of 8.7.76, p. 3
73.02 C	Ferro-silicon	—	Zero		2,750 tonnes	2716/76 *O.J.* L.313 of 15.11.76, p. 7
73.02 D	Ferro-silico-manganese	—	Zero		2,000 tonnes	2717/76 *O.J.* L.313 of 15.11.76, p. 9

Tariff heading	Brief description	UK statutory instrument (where applicable)	UK quota rate	UK share of quota or initial share	EEC regulation and *Official Journal* reference
ex 73.02 EI	Certain ferro-chromium containing not more than 0.1% by weight of carbon (NB. A quota for high carbon ferro-chrome and/or charge chrome is under consideration)	—	Zero	900 tonnes	2718/76 *O.J* L.313 of 15.11.76, p. 12
ex 77.01 A	Unwrought magnesium not in alloy	—	Zero	140 tonnes	2930/76 *O.J.* L.334 of 3.12.76, p. 3
	Unwrought magnesium in alloy	—	Zero	15 tonnes	
	Extra pure magnesium intended for the nuclear industry	—	Zero	No initial share: Community reserve 600 tonnes available for UK	
78.01 AII	Unwrought lead other than bullion lead for refining	1976 No.2108	Zero	765 tonnes	2714/76 *O.J.* L.313 of 15.11.76, p. 1
79.01 A	Unwrought zinc	1976 No. 2108	Zero	820 tonnes	2715/76 *O.J.* L.313 of 15.11.76, p. 4
A variety of *handicrafts* falling in certain headings of Chapters 42, 44, 48, 55, 59, 61, 62, 64, 65, 66, 68, 74, 83, 94, 95 and 97 of the Tariff, when imported under special arrangements from certain countries. (India, Pakistan, Bangladesh, Thailand, Philippines, Indonesia, Uruguay, Iran, Sri Lanka, Laos, Ecuador, Paraguay, Panama, El Salvador, Bolivia, Malaysia, Peru and Honduras.)		1976 No. 2108	Zero	2,000,000 units of account	2632/76 *O.J.* L.305 of 6.11.76, p. 4

Footnotes: The United Kingdom will also participate in a tariff quota for frozen beef (which is in effect a levy free quota and not a quota for imports at a lower than the normal tariff). This quota is administered by the Ministry of Agriculture.
‡ There is no known trade in these goods.

UK national tariff quotas 1977

Tariff heading	Brief description	UK statutory instrument (where applicable)	UK quota rate	UK quota	EEC regulation and *Official Journal* reference
28.04 C.IV.	Phosphorus	1976 No. 2076	4.8%	40,000 tonnes for imports from all non-EEC sources	—
07.01 A.II	New potatoes imported from Cyprus (Quota runs from 1.1.77 to 30.6.77 – position after that date not yet known)	—	Zero	110,000 long tons for imports from Cyprus only	3052/76 *O.J.* L.350 of 20.12.76, p. 100

EEC preferential tariff quotas 1977 for certain (mainly Mediterranean) countries

Country	Tariff heading and brief description		UK quota rate		UK share or initial share	EEC regulation and *Official Journal* reference	UK statutory instrument where applicable
African, Caribbean and Pacific Countries (ACPs)	Rum, arrack and tafia 22.09 C.I (Quota runs from 1.7.76 to 30.6.77)		Zero – ie only excise duty will be payable		125,395 hectolitres of pure alcohol	1464/76 *O.J.* L.165 of 25.6.76	1976 No. 1013
Overseas Countries and Territories of the EEC (OCTs)	Rum, arrack and tafia 22.09 C.I (Quota runs from 1.7.76 to 30.6.77)		Zero – as above		100 hectolitres of pure alcohol	1465/76 *O.J.* L.165 of 25.6.76	—
			1.1.77 to 30.6.77	1.7.77 to 31.12.77			
Algeria	Certain wines of designated origin: two quotas for wine in containers holding 2 litres or less and for wine in containers holding more than 2 litres	ex 22.05 C	As 'M' rate†	Free⌀†	In quota year 1.7.76 to 30.6.77, 5,000 and 15,000 hectolitres, respectively	1517/76 *O.J.* L.169 of 28.6.76, p. 31	—
† For conditions see Part 11 of HM Customs tariff. (Quota period runs from July to June.) ⌀ Any excise duty is also payable.							
Cyprus	Man-made fibres discontinuous or waste, carded, combed or otherwise prepared for spinning	56.04 A	2.6%	2.5%	8 tonnes	3050/76 *O.J.* L.350 of 20.12.76, p. 92	—
		B	3%	3%			

(continued on page 176)

Economic Trends

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HMSO BOOKS

Country	Tariff heading and brief description		UK quota rate		UK share or initial share	EEC regulation and *Official Journal* reference	UK statutory instrument where applicable
	Men's and boys' outerwear	61.01 A	Wig of £0.1102 per kg or 4% + wig of 1.2% or £0.0330 per kg	5.1%	105 tonnes	3051/76 *O.J.* L.350 of 20.12.76, p. 96	—
		B	5.2%				
		C	5.2%				
Egypt	Certain petroleum productsø (Duration of quota uncertain – may be superseded by new arrangements within EEC agreement with Egypt.)	27.10 AIII	2.1%	2.7%			
		BIIIa)	2.1%	2.7%			
		BIIIb)1	2.1%	2.7%			
		BIIIb)2	2.7%	2.7%			
		CIc)1	1.2%	1.5%			
		CIc)2	1.7%	1.5%			
		CIIc)1	1.2%	1.5%			
		CIIc)2	1.7%	1.5%			
		CIIIc)1	1.4%	1.8%			
		CIIIc)2	1.8%	1.8%			
		CIIId)1	2.1%	2.7%			
		CIIId)2	2.7%	2.7%			
		27.11 BIc)1	1.6%	0.6%	150,000 tonnes	3040/76 *O.J.* L.350 of 20.12.76, p. 44	1976 No 2179
		BIc)2	1%	0.6%			
		27.12 AIIIa)	0.7%	0.9%			
		AIIIb)	1.1%	0.9%			
		BI	2.5%	3.1%			
		BII	3.1%	3.1%			
		27.13 BIc)1	0.7%	0.9%			
		BIc)2	2%	0.9%			
		BIc)3	1.1%	0.9%			
		BIIa)	2.1%	2.7%			
		BIIb)	3%	2.7%			
		BIIc)	2.7%	2.7%			
		27.14 CIIa)	0.7%	0.9%			
		CIIb)	1.1%	0.9%			
	Certain cotton fabrics	55.09 AI	6.2%	5.8%			
		AII	6.6%	6.3%		3039/76	—
		BI	6.6%	6.3%	650 tonnes	*O.J.* L.350 of 20.12.76, p. 40	
		BII	6.9%	6.7%			
Greece	Wine of fresh grapes, grape must with fermentation arrested by the addition of alcohol. (Starting date of quota and period uncertain)	ex 22.05	The rates of duty charged in 1975 in respect of goods originating in a member state of EECø		[Expected to be 2,000 hectoliters]	Not yet known	—
			1.1.77 to 30.6.77	1.7.77 to 31.12.77			
Israel	Apricot pulp	ex 20.06 BIIc)1aa)	9.5%	9.5%	36 tonnes	3038/76 *O.J.* L.350 of 20.12.76, p. 37	—
Malta	Cotton yarn, not put up for retail sale	55.05	Duty-free	Duty-free	123 tonnes	3041/76	—
	Man-made fibres	56.04	Duty-free	Duty-free	80 tonnes	3042/76	—
	Outer garments and other articles, knitted or crocheted, not elastic or rubberised	60.05	Duty-free	Duty-free	46 tonnes	3043/76	—
	Men's and boys' outer garments (not knitted or crocheted)	61.01	Duty-free	Duty-free	192 tonnes	3044/76	—
						O.J. L.350 of 20.12 76, pp. 49-64	
Morocco	Apricot pulp	ex 20.06 BIIc)1aa)	9.5%	9.5%	560 tonnes	3048/76 *O.J.* L.350 of 20.12.76, p. 84	—
			From 1.1.77 to 30.6.77				
			per liquid gallon £	u.a.			
Portugal	Port, Madeira and Setubal muscatel winesø	ex 22.05 CIIIa)1	0.0500 +	0.1963	Containers of 2 litres or less 4,540hl for Port 204hl for Madeira 20hl for Setubal muscatel Containers of more than 2 litres 67,380hl for Port 1,220hl for Madeira 360hl for Setubal muscatel	3086/76, 3087/76, 3088/76 *O.J.* L.348 of 18.12.76 p. 1, 5 and 9	—
		ex b)1aa)	0.0500 +	0.2000			
		ex bb)	0.0625 +	0.2000			
		ex CIVa)1	0.0500 +	0.2109			
		ex b)1aa)	0.0500 +	0.2182			
		ex bb)	0.0625 +	0.2182			
			From 1.7.77 to 31.12.77				
		ex 22.05 CIIIa)1	5.4u.a./hl				
		ex 22.05 CIVa)1	5.8u.a./hl				
		ex 22.05 CIIIb)1	5.5u.a./hl				
		ex 22.05 CIVb)1	6.0u.a./hl				
			1.1.77 to 30.6.77	1.7.77 to 31.12.77			
Tunisia	Apricot pulp	ex 20.06 BIIc)1aa)	9.5%	9.5%	140 tonnes	3049/76 *O.J.* L.350 of 20.12.76, p. 88	—
Turkey	Certain petroleum products (Duration of quota arrangements not known; may be superseded by new arrangements.)	27.10 AIII	Zero		36,000 tonnes	3053/76 *O.J.* L.350 of 20.12.76 p. 101	—
		BIII					
		CIc)					
		CIIc)					
		CIIIc)					
		CIIId)					
		27.11 BIc)					
		27.12 AIII					
		B					
		27.13 BIc)					
		BII					
		27.14 C					
	Cotton yarn not for retail sale	55.05	Duty-free	Duty-free	69 tonnes	3054/76 *O.J.* L.350 of 20.12.76, p. 106	—
	Certain cotton fabrics	55.09	Duty-free	Duty-free	625 tonnes		
	Certain carpets	ex 58.01 A	Duty-free	Duty-free	41 tonnes		
	Hazelnuts	08.05					
	Not in shell	GI	2%	2%	1,974 tonnes	3055/76 *O.J.* L.350 of 20.12.76, p. 111	—
	In shell	ex GII	3.2%	3.2%			

ø Any excise duty is also payable.

There is a possibility that, subject to agreements being concluded between the EEC and certain Mediterranean countries, other preferential tariff quotas for certain items may be opened during 1977. However it is not at present known whether or when any such tariff quotas may be opened. Up to 30 June 1977 there are arrangements for exemption from countervailing duty on Cyprus sherry – see Part 11 of HM Customs tariff.

Overseas trade news

Iranian five-year plan presents major economic opportunities – Dell

Major new opportunities in Anglo-Iranian economic co-operation will be presented by the sixth Iranian five-year plan according to Edmund Dell, Secretary of State for Trade. He was speaking in Tehran at the end of the fifth session of the UK-Iran joint ministerial economic commission on 12 January.

The joint commission meetings were chaired by Mr Dell with his host, Manouchehr Taslimi, Minister of Commerce.

During the three-day meeting Mr Dell had discussions with the Shah, the Prime Minister, senior economic ministers and leading Iranian and British businessmen.

The commission agreed to examine new areas and forms for industrial co-operation, including co-operation in third markets. It also agreed that a high-level Iranian delegation should visit the UK to examine ways of improving methods of transferring technology.

There was also an initial discussion about a joint venture to develop Iran's agricultural programme.

Following the decision to establish a vocational training centre at Tabriz, the commission agreed that considerable opportunities existed for further expansion of training facilities, including training in the use and maintenance of UK technology.

The commission also agreed that there should be a meeting in 1977 to conclude a bilateral road transport agreement which would help the flow of goods between the UK and Iran.

Progress in current major projects was reviewed by the commission. These projects include the Tehran-Tabriz rail electrification scheme, road construction, vehicle assembly and production, new machine tool joint ventures and Iran's requirements for barges and car ferries.

Three new areas of co-operation – mining, environmental control and sports and leisure – were also identified.

Talks on project financing in Iran

One of the topics covered in talks during Mr Dell's visit was the financing of certain capital projects.

Mr Dell said that the Iranian government wanted to see a steadier, more manageable rate of economic growth than over the last two years, but that a high rate of expansion – in double figures – could still be expected. There was likely to be some change in priority and emphasis in the sixth five-year plan, with government activity being concentrated on infrastructure and manpower resources, and industrial development passing more into the hands of the private sector. In Mr Dell's view, there would be many opportunities for British companies to continue to do business on a cash or near cash basis.

But faced with the possibility of lower oil revenues the Iranian government is considering ways of financing certain priority major public sector projects in the sixth five-year plan. Credit or oil counter-purchase were mentioned as possibilities. Mr Dell made it clear that the UK government had yet to consider the extension of oil counter-purchase deals to the main defence sector, but he personally was not opposed to such deals if they were based on strictly commercial terms acceptable to the companies involved.

Even if some major new public sector development projects were to be financed by oil counter-purchase, trade with the private sector would continue to be paid for in money and existing public sector commitments would continue to be met.

Iranian talks: from left to right, the Shah of Iran, Edmund Dell, Sir Anthony Parsons, British ambassador in Tehran.

Customs proposes import entry clearance system

Customs and Excise plans are now well advanced for the introduction of a computer-based import control system in a number of major ports. It will be phased in starting in May 1978. At about the same time the conventional manual clearance system which will continue to operate at all other ports (except Heathrow Airport where Laces system is used) will be revised to incorporate many of the procedural features of the computer-based system.

The department already uses ADP methods extensively, with systems for warehouse accounts, general accounting, the collection of international trade statistics and, more recently, VAT. Customs and Excise has also been a major partner in the advanced London Airport Cargo EDP Scheme (Laces) since 1971.

The success of Laces convinced Customs and Excise that considerable benefits could be derived from the use of ADP in international trade. In 1973 independent consultants were commissioned to carry out a strategic study of the department's future computer development. One of the consultants' main recommendations was that there should be an on-line data capture system for imports.

In the light of their recommendation, a detailed feasibility study concentrating on import entry procedures began in April 1974 and was completed in June 1975. The study team concluded that, while ADP could not provide a total solution to the problems involved (eg intense peaks and troughs in entry presentation; complexity of entry procedures; high data error rates, etc), it could at a reasonable cost offer valu-

able assistance with them. The team proposed the development of an on-line system which would link terminals in major ports through a network of private lines to the Customs and Excise central computers at Southend.

The initial programme for the proposed ADP system will cover London (including Tilbury), Hull, Manchester, Liverpool, Southampton, Dover, Folkestone, Harwich and Felixstowe. Customs and Excise intends to extend the system in due course to other ports, although there will always be some where the volume of trade would not justify the costs of providing ADP facilities via a private network. But in those cases the long-term possibilities of packet switching over public networks will not be overlooked.

Although the ADP system owes its development in no small measure to the success of Laces, it will at the start have a number of differences. One notable difference is that, while Laces is a collaborative system, that proposed will be owned, operated and maintained by Customs and Excise alone. International maritime trade is much more fragmented and diverse than air cargo traffic at Heathrow, so that it would have taken a good deal longer to devise a system which would allow for immediate direct importer/agent input in the maritime sector.

During the first phase of the system, therefore, import data will be input to the computer by Customs and Excise staff from entry documents prepared and presented by importers or their agents. However, Customs and Excise intends to develop the system in due course to permit direct input of information by importers and agents, either through terminals linked to the Customs and Excise network and which could be sited in their own offices, or by direct computer-to-computer communication. Such developments are essentially for the longer term but research into possible user requirements for the 1980s is already being started.

Customs and Excise believes that the ADP system will enable them to improve their co-ordination and control of functions such as import cargo control, import data verification, rapid collection of accurate import statistics and duty accountancy. This will be achieved not only through the use of ADP methods but also by the introduction at ports of entry-processing units, a new concept which will bring together many of the functions at present carried out separately at long rooms and landing stations. This combination of ADP methods and entry-processing units should enable the bulk of entries to be cleared more rapidly. However, ADP systems are less tolerant of incorrect data, and it is when accurate entries are presented that importers and agents will reap the full benefits – if entries are incorrect, delays may be encountered.

Entry-processing units will also be set up at ports operating manually so as to keep procedures standard up and down the country and to ensure easy transition to ADP when practicable. For the same reasons the documentation for both ADP and manual systems will be the same. A new unified entry document is being given a trial run with the aim of introducing it in the autumn of this year, when it will replace not only the basic entry form C10 but many of the specialised import entry documents currently required for consignments not eligible for entry on form C10.

The Joint Customs Consultative Committee (JCCC) has set up a sub-committee to provide a forum where trade views can be put forward and to consider the impact of the new systems. These developments also have considerable implications for internal customs organisation and discussions are in progress with the staff associations concerned. Customs and Excise emphasises that it regards the new ADP system as simply the start of a longer-term development plan – a plan which envisages the possibility of extending its range to include exports as well as direct importer/agent input facilities and trader/customs system interfacing.

While the initial system should bring benefits to trade interests by streamlining the throughput of entries in the ports, the greatest potential mutual benefits lie in the development capability. The aim is, therefore, to keep the concept flexible so that it can evolve into a system of port control which will cater for specific needs of both Customs and Excise and trade.

Further information about the system may be obtained from The Secretary, JCCC, HM Customs and Excise, Kent House, Upper Ground, London SE1 9PS.

Courtaulds opens new Finnish offices

Top Finnish textile people attended the recent presentation of Courtelle 1976 at the opening of the new offices of Courtauld's subsidiary in Helsinki. At the event were Sir James Cable, British ambassador seen here talking to Dr R. A. Followell (right) chairman of Courtelle–acrylic fibre division of Courtaulds. Looking on are Mr H. B. Herring, first secretary (commercial) (left), and Mr I. Kantor, managing director of Courtaulds Finland Oy (centre).

New legislation provides special support for export contracts in foreign currencies

An increase from £18,200 million to £25,000 million in the statutory limit of the Export Credits Guarantee Department, with provision for further increases by order to a total limit of £40,000 million, is proposed in the International Finance, Trade and Aid Bill published on 13 January. The bill also contains a measure to enable ECGD to take on foreign currency commitments under a separate statutory limit initially at 10,000 million special drawing rights (SDRs). This measure is designed to facilitate the foreign currency financing of UK exports referred to by the Chancellor of the Exchequer on 15 December.

Section 6 of the Export Guarantees Act of 1975, which the new bill seeks to amend, sets a sterling limit of £12,200 million on commitments which ECGD may assume and provides for up to three increases of £3,000 million. Two such increases have already been obtained and the limit currently stands at £18,200 million. As a result of the rapid increase in the value and volume of ECGD business in 1976 parliamentary approval for the final uplift to £21,200 million would shortly have been sought.

The new bill sets a new limit of £25,000 million – with provision for staged increases of £5,000 million (against £3,000 million at present) to £40,000 million – to allow for rising exports. This statutory limit which is the monetary ceiling under which ECGD's sterling liabilities revolve, sets a limit within which the department must keep its overall liabilities. The figures relate to ECGD total commitments and not to voted funds.

Another important measure proposed in the bill would enable ECGD for the first

time to take on commitments in foreign currencies. The measure would authorise ECGD to undertake commitments in foreign currencies under a separate limit of 10,000 million special drawing rights (SDRs) with provision for staged increases by order to a total of 25,000 million SDRs.

The use of foreign currency financing by the UK export trade foreshadowed in the Chancellor of the Exchequer's statement of 15 December, will have substantial public expenditure and PSBR benefits since foreign currency export credit will not be refinanced by ECGD. A switch to foreign currency will also bring balance of payments benefits to the UK.

The bill provides that the amounts of business transacted by ECGD under the new sterling and foreign currency limits would be shown separately in the statutory quarterly return published by ECGD in *Trade and Industry*. These provisions also reflect the detailed returns that ECGD currently publishes.

ECGD backs loans for sugar and ammonia plants

A £19.7 million loan, which National Westminster Bank Ltd has made available to Mumias Sugar Company Ltd of Kenya, has been guaranteed by the Export Credits Guarantee Department.

The loan will help finance a £23.2 million contract won by Fletcher and Stewart Ltd of Derby for the design, supply of plant and equipment, erection and commissioning of an extension to the Mumias Sugar Company's factory in the western province, 200 miles north-west of Nairobi.

The factory, which was built by Fletcher and Stewart and started operations in 1973, is currently producing 60,000 tons of sugar a year. The latest expansion will enable production to be increased to 156,000 tons a year by 1981.

A £12 million loan which Morgan Grenfell acting on behalf of National Westminster Bank has made available to Azot Sanayii TAS, Turkey, is also being backed by the Export Credits Guarantee Department.

The loan will help finance contracts placed in the UK for the construction of an ammonia plant at Gemlik. The plant scheduled for commissioning in mid-1980, will have a potential daily production rate of 1,000 tonnes.

Kellog International Corporation, London, has been awarded contracts for design, and process engineering; it will also act as Azot's agent in the UK for placing contracts.

Law on the use of the French language

Although the general guidelines on the scope of the enforcement of this law, (*Trade and Industry*, 7 January 1977) have not yet been made available by the French authorities, the commercial department of the French embassy in London (tel. 01-493 5021) has prepared a 'Note on the wording of the Law of 31 December 1975 relative to the use of the French Language and on its implications for Foreign Suppliers to the French market'. The handout makes the following points.

In practice, the law will not cause any upset in the way in which commercial transactions are carried on between foreign manufacturers and French importers. Foreign exporters may in particular continue to correspond and to word documents accompanying a sale (offers, order forms, invoicing, etc) in their own language.

In effect the purpose of the law being the protection of the consumer, obligation to use the French language will only apply if the supply or sales relationship is formed directly with him.

The handout is available free of charge from the French embassy's commercial department.

The British Chamber of Commerce France has produced a 16-page document in English which includes general observations on the way it is likely to be applied and a clause-by-clause commentary on the law. The document is available from the chamber, 6 rue Halevy, Paris 9 ème, price £10 (members £5), and will be dispatched in confirmation that a cheque has been sent to account no. 0085-193, Lloyds Bank Ltd, 40 Victoria Street, London SW1H 0MR.

The Confederation of British Industry and the British Chamber of Commerce France are to be the joint sponsors of a conference entitled 'French Language Law for Exporters to France', which will take place on Tuesday, 22 February in the CBI Council Chamber at 3 pm. The audience will have the opportunity to question direct two of the French officials responsible for drafting the law on the way in which it will be applied. These will be Michel Bruguière, Rapporteur Général and Bruno de Bessé, Chargé de Mission, Haut Comité de la Langue Française, who along with a British solicitor practising in Paris have been invited to be the speakers at this conference.

Questions may be sent to the CBI in writing ahead of the meeting to assist the panel to give a full and helpful presentation on the day.

The cost will be £10.80 per delegate and should be sent to Miss J. Killick, Overseas Directorate, Confederation of British Industry, 21 Tothill Street, London SW1H 9LP.

Export Year successes from the south east

A three-point Export Year plan at Lewis Electric Generators of Maidenhead has ensured a massive change in its financial report. Exports in 1975 amounted to £90,000, and the 1976 export figure is about £750,000.

Mr C. Spencer of Lewis Electric explained that the firm's 1976 orders included a £150,000 order for 50 standby generating sets for the Sudanese government, an order for 105 sets for Kuwait, and a more recent order for a complete range of generating equipment for Jordan.

The company's three-point plan is to make sure that all employees are aware of the group's export efforts through the use of posters, broadsheets and photographs; to ensure the maximum attendance of involved personnel at all courses, symposiums, exhibitions and meetings concerned with exporting; and to involve the shop floor staff to the full in knowing their export customer, and if possible his address and the use to which the equipment is put – its shipping date, the ship, the route and indeed any interesting snippet concerned with the machine they are making.

The Newbury firm of Plenty and Son Ltd has compared its Export Year involvement with scaling Mount Everest. In a special display five base camps mark the route to a peak of £6 million in overseas orders. Three base camps have already been established.

To back this visual display they have also produced car stickers, packing case labels with export theme, Export Year lapel badges, a new Plenty Export flag and a new Plenty banner.

Since the beginning of Export Year in June 1976, overseas sales of Universal Crop Protection of Maidenhead have risen by 25 per cent over the same period last year.

The company produces agricultural selective weedkillers, fungicides and soil fumigants of which 75 to 80 per cent are currently exported to some 35 countries.

Crop Protection's orders obtained since Export Year began include individual contracts worth £80,000 from western Europe, £64,000 from eastern Europe. £93,000 from north America and £43,000 from south America.

More Humberside firms back Export Year

Twenty-five firms in North and South Humberside are now taking part in Export Year – more than double the number two months ago.

The Yorkshire and Humberside regional figure has reached nearly 180, out of 1,700 firms taking part throughout Great Britain.

Hull's Lord Mayor was host at a reception held on 19 January for firms taking part. The event was arranged at the instigation of the North and South Humberside Export Year Committee.

New booklet on marketing consumer goods in France

A new booklet, 'Marketing consumer goods in France', prepared by the British embassy in Paris has been published by the British Overseas Trade Board.

The booklet provides a useful and informative guide both to firms new to the French consumer market and those wishing to update their existing knowledge.

The contents include information about the French consumer market and French distribution procedures, details of purchasing agencies (including mail order and chain store groups), methods of selling and advertising.

Copies are available from Export Services and Promotions Division, Distribution Section (Room DO5), Export House, 50 Ludgate Hill, London EC4M 7HU.

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH. Telephone inquiries should be addressed to the number at the end of the notice.

1596: Imports of rum from the dollar area

Notice to importers 1593 (*Trade and Industry*, 24 December 1976) announced the liberalisation of rum (tariff heading ex 22.09) from the dollar area with effect from 1 January 1977.

This date should have read 14 January 1977. All other terms of the notice remain unchanged.

Application for temporary exemption from import duty

The Department of Trade is considering an application for the temporary exemption from import duty of the material listed below on the grounds that this material is not made in this country or the supply available is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for this material, or who are interested in its future production.

The temporary exemption will come into effect on the operative date of the legislation authorising this and will remain in operation until 30 June 1977.

Interested parties who wish to make representations should address them to General Division, Department of Trade, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ, preferably through a trade association, giving the reference shown below and stating whether their names may be passed to the applicant for temporary exemption.

Representations should be received by 4 February.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Reference
73.13	Sheets of iron or steel, coated with tin, of a width exceeding 500mm but not more than 966mm, of a thickness of not less than 0.12mm and not more than 0.5mm, and of a length of not more than 1,073mm	Tinplate	T 10813/3

Disclosure of information about imports

Consideration is being given under section 3 of the Finance Act 1967 to the disclosure of information relating to the import of the following goods:

1976 SITC(R)		Code no
678.1	Tubes and pipes of cast iron:	
	Not exceeding 152mm in internal diameter:	
	Water pipes	7317 0103
	Other	7317 0249
	Exceeding 152mm in internal diameter	7317 0377
678.5	Cast tubes and pipe fittings (other than malleable):	
	For tubes, etc, not exceeding 152mm in internal diameter	7320 0009
	For tubes, etc, exceeding 152mm in internal diameter	7320 0087
	Malleable:	
	Cast fittings	7320 0219
679.1	Iron castings in the rough state	7340 0134
698.91	Other articles of iron and steel:	
	Of cast iron:	
	Manhole covers, etc	7340 0255
	Other	7340 0390
715.21	Converters, ladles ingot moulds, etc	
	Other than die casting machines	8443 0171
715.22	Rolling mills and rolls:	
	Rolls for rolling mills:	
	Of cast iron	8444 0386

The government is consulting the Association of British Chambers of Commerce, 6-14 Dean Farrar Street, London SW1H 0DX, on this proposal and the association will take into account any views received from importers by 11 February 1977.

International oil show for Rio

A major new oil exhibition and conference – Offshore Brazil (the Latin American oil show) – will be held in Rio de Janeiro from 27 to 30 June 1978. The show has the support of Petrobras, the Brazilian state petroleum company, and Arpel (Asistencia Réciproca Petrolera Estatal Latino-Americano), which consists of all the state petroleum companies of Latin America.

Offshore Brazil is expected to attract exhibitors from all over the world who wish to reach the fast-growing Latin American petroleum market, and oil industry engineers and technical management from all over the continent will visit the show.

The event will take place at the brand new Rio international conference and exhibition centre, and the date has been especially chosen so that the meeting will not clash with the established international programme of oil events already arranged for 1978. It will be organised by a European/Brazilian consortium, whose European partners have had extensive industry involvement through organising offshore exhibitions and conferences in Aberdeen (Offshore Europe) and Singapore (Offshore South East Asia).

Further details of the event can be obtained from Overseas Exhibition Services, 11 Manchester Square, London W1, tel 01-486 1951, or in Latin America from John Dale, J P and S Assessores Ltda, Rua J. J. Seabra 21, Rio de Janeiro, Brazil.

Invitations open for 1977 Plovdiv international fair

The Department of Trade will again be organising a British pavilion at the thirty-third Plovdiv international fair, to be held from 3 to 10 September 1977, provided sufficient interest is shown by industry. The fair, the largest single trade event held in Bulgaria, has been supported regularly since 1967.

Past experience in the market – and the latest Bulgarian five-year plan for 1976-80 – has shown Bulgaria to be interested in the following product areas: agricultural machinery, chemical industry, construction industry, electronics and electronic components, engineering, food processing and packaging, light industry including office machinery, machine tools, mechanical handling and containerisation and metallurgical industries.

Further details about the fair and application forms are available from W. M. McKinnon, Fairs and Promotions Branch, Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU, tel. 01-248 5757 ext. 604. Closing date for applications is 25 February 1977.

Correspondence with British embassy in Havana

Correspondence to the British embassy in Havana should now be addressed to British Embassy, Havana, c/o Apartado 528, Administracion de Correos No. 1, Mexico, DF, and not to British Embassy, Havana, c/o British High Commission, PO Box 575, Kingston, Jamaica.

Writing through the second address involves considerable delays because the airline running between Jamaica and Cuba no longer accepts air cargo.

Hints to business men booklets

Revised editions of the booklets on Bolivia, The People's Republic of the Congo, and Mauritius and Reunion have been published in the *Hints to business men* series. British business men who intend visiting these

EXPORT YEAR NEWS

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Export Year is sponsored by:
The Association of British Chambers of Commerce
The British Overseas Trade Board and its Advisory Council
The Committee on Invisible Exports
The Confederation of British Industry
The Institute of Export
The Trades Union Congress

Taking the brake off exports

"Working for Girling, we've got to get the brake off exports. We will give this campaign our united support to achieve the £150M export target set by our Chairman, Mr Bernard Scott," said Arthur Arrowsmith, a senior shop steward at Lucas Industries' Girling factory. He was describing his union's backing for the company's Export Year, launched in December.

The Lucas slogan for its Export Year, which will involve over 65,000 employees, is *GO FOR GOLD*. The company is using it, with a special symbol, on barometer boards, badges, posters, car stickers and drip mats.

Lucas is producing an Export Year newspaper, *Target*, and the first issue carried goodwill messages from the Prime Minister and Jack Jones.

A holiday for two in America via Concorde is one of the prizes in an export proposals competition.

Commented shop steward Arthur Arrowsmith: "With the new investment and expansion programme at Tyseley we look forward to being able to give maximum effort to exports.

"I'm calling upon my members to give full support to Lucas Export Year."

One of the Lucas posters put up throughout the company's factories.

Export Year really taking off–1,600 companies involved

At the turn of the year some 1600 companies had decided to take part in Export Year.

"The Year really seems to be taking off, with more than a million employees involved" said Sir Frederick Catherwood, Chairman of the BOTB, at a meeting of over 30 export clubs in London last month.

"The TUC", he continued, "have backed Export Year, the Regional TUC's have backed it, the stewards and convenors have come to all 11 export conferences and been whole-hearted in their support.

"It provides an opportunity of a united, whole-hearted effort which I think we should take with both hands."

Reams of support for Export Year

The UK paper industry has been giving strong support to Export Year in recent weeks.

The Paper and Board Federation has circulated information about Export Year to all its member companies, as well as arranging a mission to Australia and organising a special export seminar in London.

Many of the companies who were represented at the seminar are taking part in Export Year.

John Dickinson & Co has popped a hand-out about exports into its Workers pay packets. It says:

"Croxley duplicator paper keeps the office wheels turning from Accra to Abu Dhabi. At weddings from Cyprus to Singapore the chances are that the silver printed invitation cards were made at Apsley."

Also within the Dickinson Robinson Group, Adhesive Tapes Ltd, who manufacture Sellotape, arranged a special Export Year evening for over 250 of its employees at its factory in Hertfordshire.

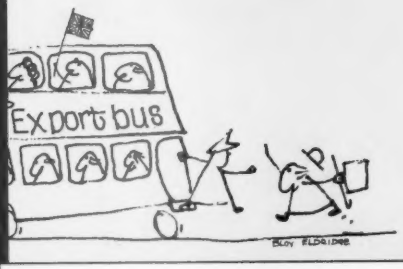
David Royce, Chairman of the Export Year Committee, was delighted with the evening. He said:

"After the formal proceedings had ended, I found myself with the international director on one side and the mother of the packing-room chapel on the other. Their mutual enthusiasm for Export Year was spontaneous and infectious."

Another company in the paper industry, Bowater Scott, has given its enthusiastic support to Export Year, carrying special features in its house magazine.

NOTICE BOARD

Pin this on your company notice board



Shop floor cou for Taiwan

Fitters, vehicle builders, clerical officers and electricians are all represented on an Export Year Council organised at British Rail Engineering's York Works.

Among the first activities organised by the Council was the distribution among the 2800 workforce of an attractive newsletter.

This reminded staff of the contract secured for British Rail Engineering in Taiwan, and worth over £8M.

Another section of British Rail, as a contribution to Export Year, is offering a special package deal for overseas trade missions visiting Merseyside.

Export Year = Export Involvement Year

"I had the opportunity recently of visiting the company which first thought of running an Export Year—TBA Industrial Products Ltd, Rochdale. It was interesting to see where it all started, and to talk to some of the people who were involved with the original Export Year in 1968.

"The enthusiasm among the 4000 employees was infectious, and I hope—having been one of the first supporters of the idea of a national Export Year—that it will continue to spread throughout the country. I believe we made one mistake in launching it. We should have called it Export *Involvement* Year to stress its purpose of engaging the active interest of everyone concerned or potentially concerned with exports, from the sales manager to the bench worker, packer or invoice clerk.

"I'm delighted to hear that over 1600 companies are already running Export Years, and I hope that if anyone reading this hasn't heard about Export Year in his or her company, they will quickly ensure that their firm joins up with this vital campaign.

"Our Chambers of Commerce are promoting it up and down the country. As Chairman of the Committee for Middle East Trade, I frequently have to visit that area in pursuance of our role of encouraging exports. Again and again, as I meet with rival exporters from Japan, America, Europe and all over the world, and study their proposals, I am reminded of the intense competition our UK salesmen are up against. To have increased our exports to the Middle East by 90 per cent last year was a real achievement, but so much more is possible.

"I hope that Export Year will remind YOU how important YOUR contribution is in helping to ensure that the UK gets its share of business in the Middle East, and world wide."—

Lord Limerick, President of the Association of British Chambers of Commerce.

Lord Limerick meets the chief shop steward at TBA, John Wolfenden, who ensured the original Export Year at the firm received his union's full support.

uncil aims

The eye-catching headline to the British Rail Export Year newsletter at York Works.

Joining the education debate

The Institute of Export joined the country's education debate when it took space at a careers exhibition at the Alexandra Palace in North London.

School leavers from hundreds of schools visited the exhibition.

Here Arthur Day, Director General of the Institute, is seen talking to two young schoolgirls interested in a career in exporting.

The Institute promoted its foundation course as well as Export Year at the exhibition.

Transferring the message in Tehran

Attractive Iranian girls backing Export Year at the Tehran Trade Fair. The girls were on the stand of Imagine Transfers Ltd, Braintree, who were selling tee-shirt transfers and heat fusion presses.

During the Iran exhibition, the girls helped the UK company, which has produced Export Year transfers, to sell over £120,000 worth of transfers and machinery.

Quote from the shop floor

"It is indeed fitting that Puma should open its new factory in Export Year.

"Exports can only mean more jobs, and that is why Export Year has the complete support of the TUC. We want this factory to go places," said Fred Baker, secretary of the South East Regional Council of the TUC, speaking at the official opening of a new factory for the manufacture of diesel and gas generating sets in Sandwich, Kent.

Fred Baker, right, looks on as the deputy chief shop steward at Puma explains the mechanics of a centre lathe machine to Jim Wilks, Chief Executive of the British Overseas Trade Board, who opened the factory.

Send details of your company or organisation's Export Year activities to the Press Officer, Export Year Office, British Overseas Trade Board, 1 Victoria Street, London SW1H 0ET. tel. 01-215 5773.

EXPORT YEAR NEWS

"We in Smiths are more than happy about Export Year and the opportunity of taking part. We feel this will be the incentive to create more jobs, more opportunities and so help the recovery of Britain."
Emy Garvey, Women's Convenor, Smiths Industries (Vehicle Instrumentation Division)

Export Year Patrons:
HRH The Duke of Kent
The Rt Hon Edmund Dell MP.
Jack Jones
Lord Limerick
Lord Luke
Sir Francis Sandilands
Lord Watkinson

Export Year News.
Editor: Peter Beckingham.
Export Year Office.
British Overseas Trade Board
1 Victoria Street,
London SW1H 0ET
Tel.: 01-215 5773

On target activities

All sorts of Export Year activities are being thought up by companies around the country. Here are a few examples which firms may wish to consider for themselves:

- Beasley, French and Co, Bristol, has organised a compose-a-slogan competition. The winning slogan is being used on company stationery, and its writer earned a holiday in Spain.
- Bar Productions Ltd, West Midlands, and Berisfords Ltd, Congleton, have taken shop floor staff to trade exhibitions and plant manufacturers to see overseas competition and possible new equipment.
- Expandite Ltd, Acton, had a special reception for representatives from various parts of the company to launch its Export Year.
- Evans Medical Ltd, Liverpool, is inviting employees to nominate staff who they think are making a special contribution to exports. Visits to docks, ships and airports are being arranged for the winners.
- The magazine of the Sheffield Chamber of Commerce and the *Manchester Evening News* have published Export Year features, supported by many of the companies in their areas, showing the Export Year symbol on their advertisements.
- AB Electronic Components Ltd, Glamorgan, and Lansing Bagnall Ltd, Basingstoke, are putting up special Export Year news bulletins for their employees.
- James Neill Holdings, Sheffield, and Bevan Funnell Ltd, Newhaven, are showing their staff examples of advertisements being placed in overseas newspapers by their agents.
- Worcester Valves Ltd has put up large charts in its factories to show its export figures month by month.
- Cray Valley Products Ltd has produced Export Year key rings for its staff, and Vickers' Scotswood Works has printed over 3000 beer mats to remind people of Export Year even in their local.

EXPORT VICKERS SCOTSWOOD YEAR

EXPORT YEAR 1976-1977
SHIP THROUGH LIVERPOOL
The well connected Port

'We expect our share of the cake'

The Vehicle Instrumentation Division of Smiths Industries took advantage of the launch of a new Volvo model which carries many of its panel instruments to start Export Year.

Employees arriving at the firm's factory were told over the loudspeaker system that the company was taking part in Export Year. Leaflets setting out some of the firm's special Export Year activities—including a competition, visits from girls in the national costume of Smiths' export markets, and trips to docks and depots—were given out.

Commenting on the company's participation in Export Year, Emy Garvey, the firm's engaging women's convenor, told *Export Year News:*

A banner flying above the entrance to Smiths in London.

"We in Smiths are more than happy about Export Year and the opportunity of taking part.

"We feel this will be the incentive to create more jobs, more opportunities and so help the recovery of Britain.

"We would also add", she concluded, "that we would expect our share of the cake."

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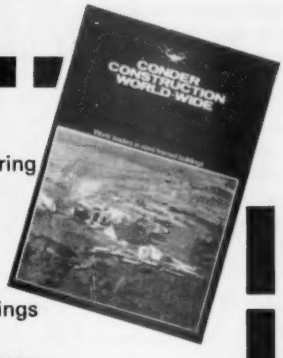

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WORLD LEADERS IN STEEL FRAMED BUILDINGS

ENCIRCLE TI 350 ON PAGE 215 FOR FURTHER INFORMATION

countries on export business can obtain copies of the booklets from Export Services and Promotions Division, Department of Trade, Room D 05, Export House, 50 Ludgate Hill, London EC4M 7HU, tel 01-248 5757 ext 7146, or any regional office of the Department of Industry.

Advertisements are accepted for all booklets in the series which covers over 100 countries. Inquiries about advertising should be addressed to Cheiron Press Ltd, 8/10 Parkway, London NW1 7AD, tel 01-267 1285.

Significant growth in sponsored outward missions in 1976

During 1976, with the backing of the BOTB's export promotional schemes, more British firms took part in trade events throughout the world than in the previous year. It is estimated that the board assisted over 7,300 British firms at 352 overseas trade fairs in 50 countries. This represents a fairly steady picture of activity with a slight increase in the number of firms participating compared with the figures of 6,994 firms at 350 fairs in 48 countries in 1975.

There has been significant growth in the number of outward missions the board has supported and it is estimated that by the end of the year British businessmen from some 2,900 firms had taken part in 237 missions to 60 countries. This is an increase of nearly 16 per cent in the number of participating firms and 7 per cent in the number of missions compared with the 1975 figures of 2,552 firms taking part in 221 missions involving 65 countries.

In the three months, January to March 1977 over 1,860 British firms, supported by the British Overseas Trade Board, will be taking part in 101 overseas trade fairs in 23 countries. In addition, assistance will be given to some 70 outward missions involving some 1,000 British firms to 43 countries.

Successful Scottish Middle East trip

Initial orders of £2 million, with repeat orders over the next year or two which will double this figure, have resulted from the trade mission organised by the Scottish Council to the Gulf states and the United Arab Emirates.

The 11 Scottish businessmen who participated in that mission – the first by the council to that area – are optimistic about future trade opportunities there. They report fierce competition mainly from France, West Germany, Japan and USA. John Anderson of the council's marketing division said the mission was very well received at all times. There was considerable interest in British manufacturing products, particularly for capital goods, and a number of senior Arab businessmen showed an interest in investing in Scotland.

Scottish mission to Brazil

As part of an extensive programme of overseas missions, the Scottish Council (Development and Industry), has organised one to Brazil leaving London on 12 June 1977. The cut-off date for applications is 28 February 1977.

The mission will fly direct to Sao Paulo, travelling to Rio de Janeiro on the 21 June, and will officially end on 24 June. There will be room for some flexibility of itinerary within this basic programme.

Exporters interested in joining this mission can obtain further details from Miss Mary Bell, Scottish Council (Development and Industry), 1 Castle Street, Edinburgh EH2 3AJ, tel. 031-225 7911.

EIA-planned missions

Trade missions to the Far East, South America and Australasia are being organised by the Engineering Industry Association.

The mission to the Far East will spend the first working week in Singapore, the second in Manila and the third in Hong Kong during the period 7 to 29 May. Delegates may deviate from the itinerary providing they spend two-thirds of the time in the countries being officially visited by the mission, namely Singapore State, the Philippines and Hong Kong.

The South American mission will visit Brazil and Venezuela between 1 and 22 July. The first working week will be spent in Sao Paulo, the second in Rio de Janeiro and the third in Caracas.

The mission to Australasia is arranged for the period 23 July to 14 August. It is planned to fly by Concorde to Melbourne, where the first working week will coincide with AIEE '77 (Australian international engineering exhibition), spending the second working week in Sydney and the third in Wellington and Auckland.

Details of these events can be obtained from: Export Secretary, Engineering Industries Association, Equitable House, Lyon Road, Harrow, Middlesex. HA1 2HG, tel. 01-863 9188.

Sell out for Birmingham trade missions

With four months still remaining before the start of Birmingham Chamber of Industry and Commerce trade missions to Singapore and Indonesia, Chicago and the USSR, all three are already fully subscribed.

A wide range of products will be represented on the 'hard sell' trip to Indonesia and Singapore (15 to 30 April) including marine equipment, chemicals, pharmaceuticals, petrochemical equipment, hospital fittings and fixtures, agricultural equipment and wire and cable-making machinery. At the close of the mission, members will move on individually to other markets including Malaysia, Thailand, Hong Kong, the Philippines and Japan.

Within a week of his return from leading this mission, the chamber's overseas trade secretary, Arthur Jackson, will be heading across the Atlantic with another group of British businessmen to Chicago, heart of America's wealthy mid-west. Both consumer and capital goods will be represented on this one-week trade mission which takes place from 7 to 14 May. Representatives from the 'invisible' sector of banking, computer and consultancy services are also participating in this mission.

From 16 to 22 April, 22 UK businessmen, many of whom are new exporters, will be taking part in the chamber-sponsored trade mission to the USSR, to be based in Moscow.

Further information can be obtained from Arthur Jackson, Overseas Trade Secretary, tel. 021-454 6171 ext. 234.

Management of engineering exports to eastern Europe

Birmingham University's Institute for Engineering Production, in conjunction with the university's Centre for Russian and East European Studies, is putting on a one-week executive course on the management of engineering exports to eastern Europe and the USSR from 7 to 11 February.

The institute says that the course will go beyond the usual generalities about marketing in eastern Europe and deal with key practical problems in depth. It will cover in some detail the requirements for negotiating and drafting contracts with east European purchasers. Another feature is that technical engineering aspects of selling in CMEA countries are dealt with, including standards, specifications and inspection procedures. There will also be a session devoted to shipping arrangements.

The speakers on the course come from industry, commerce, banking, government and the universities. They include Quentin Davies of Morgan Grenfell, Mr W. J. Downes of GKN, Leopold Friedman of the Owen Organisation, Mr A. Joanes of the law firm Baker and McKenzie, Richard Mikton of Business International and Dr Kurt Weisskopf of the London chamber of commerce.

Among the academic speakers, Dr Philip Hanson is the author of the Economist Intelligence Unit's *Quarterly economic review of the USSR* and of the recent EIU special report, 'USSR: foreign trade implications of the 1976-80 plan', and Dr Malcolm Hill is the author of the recent British Overseas Trade Board report on, 'The export marketing of capital goods to the socialist economies of eastern Europe'.

Further details can be obtained from Professor Norman Dudley, Director, The Lucas Institute of Engineering Production, Edgbaston Park Road, Birmingham 15.

Judd signs agricultural aid agreement for Britain

Frank Judd, Minister for Overseas Development, signed on behalf of the British government the agreement establishing the international fund for agricultural development at the office of the Secretary-General of the United Nations in New York on 7 January.

Ever since the World Food Conference of November 1974 resolved that a fund should be established with the objective of making additional resources available on concessional terms for agricultural development in developing countries, the British government has given the concept its whole-hearted support. Despite its serious domestic economic problems it pledged a contribution of £15 million to the fund over a year ago, and more recently pledged an additional £3 million bringing the total up to £18 million.

The fund with $1 billion available for investment in agriculture and food production in developing countries is to become operational later this year and to start identifying projects into which it can allocate resources.

British consultants aid developing industries

British consultants are advising two countries – Bolivia and Sri Lanka – on the development of particular industries

In Bolivia a team of eight British experts is working on an extensive feasibility study on the potential use of cargo-carrying transport on the River Paraguay. The team is operating at the request of the Bolivian government under British technical co-operation arrangements. Livesey and Henderson, consultants of Guildford, are responsible for arranging the project in association with Maxwell Stamp Associates, Sir J. H. Biles and Co and the Hydraulics Research Station of Wallingford, whose Overseas Unit is financed by the Ministry of Overseas Development.

The team which includes engineers, economists and a hydrographic surveyor are following up an earlier study made of the river and are expected to be overseas until the end of May. They will be supported by another 10 or 12 experts in the UK, including naval architects, marine engineers and technicians.

The survey will make an assessment of the respective merits of the land and river transport of minerals; it will take into account the comparative costs of the two systems and will examine the use of barges and the provision of wharfage facilities and ancillary services such as maintenance.

Recommendations on the tariff structures for a port and river fleet will also be made which will take into account the necessity for the project to earn an adequate return on invested capital. The team will also look into the regulations which could affect the transport of cargoes to Argentinian ports and the economic effects of the trans-shipment of cargoes en route.

The composition of the team will enable it to examine various engineering problems such as those arising from the sizes of barges suitable for navigating the river and the improvement of the navigational characteristics of the river. Hydrological problems will also be assessed including those associated with a selected port site and dredging operations to provide minimum depths to make the river navigable.

For the Sri Lankan government a team of specialists from the Tropical Products Institute – a scientific unit of the Ministry of Overseas Development – is making a survey of the country's coconut processing industry, especially desiccated coconut and coconut oil production.

The team will tour mills and production areas, and visit research and development organisations concerned with coconut processing. Points of particular interest are the availability of nuts, foreign and domestic demand for oil and desiccated coconut, quality control, possibilities for plant rehabilitation and the potential for increased production.

Grant for irrigation development

Following signature of an agreement in Colombo on 12 January Britain is to provide a grant of £3.8 million to the government of Sri Lanka to help the modernisation of the island's traditional tank irrigation and drainage system. The grant will be used to purchase British construction and agricultural equipment and for civil works to back up the project. The World Bank's International Development Association has made available a credit of $US 5 million to the government of Sri Lanka for the project.

Britain will also provide technical co-operation for the strengthening of local agricultural extension services and water management.

The project's objectives are the modernisation of five tanks (reservoirs) which serve 31,500 acres in the dry north-central zone of Sri Lanka, the improvement of irrigation methods and an increase in farm production in the tank areas. The project will last five years and benefit about 10,500 families on small farms whose incomes are 20 per cent below the national average.

British firms must fight for health exports

David Ennals, Secretary of State for Social Services, said there was an urgent need for Britain to maintain its share of health exports – health care equipment and pharmaceuticals. He was speaking at the annual general meeting of the British Health-Care Export Council in London on 10 January.

Mr Ennals said he was determined that in 1977 the export of health care equipment and pharmaceuticals would make an even bigger contribution to Britain's export drive. The world demand for medical equipment was growing but British firms had to fight to maintain the UK's share of this expanding market.

The figures for 1975, he said, were £127 million, a 55 per cent increase on 1974. But the rate of expansion in 1976 had slowed down and this was a trend that must be reversed.

'I can assure you,' Mr Ennals continued, 'that there will be maximum support from the government – especially from DHSS ministers. I have asked health authorities to help in three ways: by becoming export conscious; by doing what they reasonably can to make it possible for NHS staff to fill short-term posts overseas where the posts are identified by the department as being key posts for the support of Britain's export efforts; we must be prepared to balance the immediate local needs of the service with the widest national interest; and by responding helpfully to requests made to train overseas students. The recent health exports circular issued by my department makes it clear that the export drive should not be at the expense of services for patients in British hospitals.'

Mr Ennals said that he had been attacked in some quarters for giving any encouragement to British doctors to serve overseas. These conclusions were very short-sighted – as if the health of the NHS could be divorced from the health of the British economy which was so dependent on exports. He said he was only talking of a very few key posts where the ability to release a British specialist might be crucial in determining the overall competitiveness of a British bid.

Over the next few years there was likely to be considerable expansion of health care facilities in the Opec countries. Capital developments, according to one estimate, were around £3,000 million over the next five years. These would bring corresponding opportunities for the export of British expertise and hardware. Some of the new developments would be put out on a turn-key basis, but in other cases the initial opportunity would be for British building consultants.

Whatever course was adopted there would frequently be a requirement for the equipment to be supplied as a complete package. The value of such packages was considerable in itself but in addition the initial choice of equipment would often influence the subsequent purchasing policy of the hospital. Mr Ennals urged manufacturers to give such companies all the support they could, because of the importance of package deals to the future of the industry.

Mr Ennals concluded, 'I know from my own experience that success in the export field depends entirely on performance. There is no substitute for such things as careful research of the market, prompt replies to correspondence, deliveries to time, effective installation of equipment, guaranteed servicing and so on – and above all, persistent and personal involvement in the market by the most senior members of the company from Britain.'

Projecting Britain overseas

Sir Jan Lewando, member of the British Overseas Trade Board, describes the worldwide range of information services provided by the Central Office of Information to promote Britain and British products overseas.

Last year British exports grew, in volume terms, by 10 per cent. And, as Export Year completes its seventh month, there is every reason to be optimistic about a similar performance this year. British exports continue to be very competitive and profitable and provide the only sure route to Britain's economic recovery.

Publicity is an important weapon in our armoury and our overseas salesmen should know that, in addition to the efforts of their own companies, there is the worldwide government information service to reinforce them. Its purpose is to create a climate of opinion favourable to this country which will help our exporters to sell their goods.

It projects the United Kingdom as a politically stable, socially progressive and industrially sound nation, leading in many fields of advanced technology; a nation which is inventive, and full of the ideas which can give it an edge on its competitors; a nation which makes a good and sound trading partner.

Two-thirds of the information output is directly or indirectly connected with exports, both visible and invisible. To illustrate the message being conveyed the official services draw not only on the prestige but on the products and processes of industry itself to demonstrate by specific examples the excellence of design, the ingenuity of British industry and the high quality of the end product.

Sir Jan Lewando (centre) pictured during a visit to Crane Packing Ltd of Slough. With him (right) is Lord Limerick, also a member of BOTB.

These services are the responsibility of the Foreign and Commonwealth Office who operate them through the UK diplomatic missions – our embassies, high commissions and consulates-general. At the larger posts, diplomatic service officers, designated as information officers, maintain close liaison with the media outlets of the country to which they are assigned. In smaller posts the work will be done by a chancery or commercial officer. But whatever the officers' designation, the purpose is to get the maximum favourable publicity for this country.

The themes, the country and the commodity priorities are determined by continuing discussion among the Department of Trade, the British Overseas Trade Board, British industry and the Foreign and Commonwealth Office. The liaison and understanding are close. The information officer at the diplomatic post maintains a constant dialogue with London so that material can be specially adapted to meet both his short-term and long-term objectives.

The professional organisation which produces this material is the Central Office of Information. They are the people who find the right kind of stories and feed them out in all media forms, to well over 100 countries through some 200 diplomatic posts.

The COI provides the creative talents and expertise. It employs professionals – journalists, photographers, radio and television producers, graphic artists, typographers, and so on – all experts in the art of communication.

This expertise is essential because the official information services do not buy newspaper or magazine space, radio or television air time, or access to the world's cinema screens. They work to the free media of the world and all the material produced has therefore to be topical and of good professional quality if it is to get used. That is does get very widely used demonstrates the soundness of the concept and of the operation. In one year the official information services place about 50 column miles of positive publicity about Britain in the world's press. An analysis done by our embassy in Tokyo showed that at normal advertising rates the amount of trade promotional material placed with the Japanese press in 1975 would have cost the British exporter £1.8 million: the operational cost to the COI was under £60,000. Each year, COI receives from posts some 30,000 press cuttings which represent less than a 10 per cent sampling of placed material. All these cuttings are sent on to the UK firms and organisations involved.

COI operates on a large scale: it has to, because the world's media are a huge outlet. In a year its journalists write some 20 million words, half of which are translated into other key languages. Over half a million black and white photographic press prints go overseas each year, as well as large numbers of colour prints and transparencies, and even printing blocks. It is conservatively estimated that COI's television and cinema programmes have audiences on the six continents of well over 200 million people.

Headquarters in London is organised into operational divisions each with its particular skill. Overseas Press and Radio, Films and Television, Photographs, Publications and Design Services, Exhibitions, Reference and Tours are those concerned with overseas work.

Overseas Press activities

The Overseas Press operation serves the needs of newspapers, specialist and trade and technical magazines. It runs a news agency type of service which does not compete with the commercial agencies because it is operating in a highly selective way across a very narrow band of the news spectrum. It is in fact the biggest agency in the UK handling export publicity material. It puts out a fast, daily flow of material via cable or satellite to all parts of the world, and for the less urgent material there is a daily airmail service. Specialist correspondents cover industrial, scientific, economic, political, diplomatic and defence fields, filing on-the-spot stories about what Britain is doing and thinking.

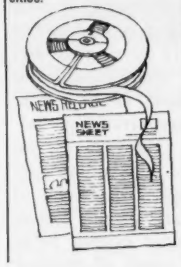
The bulk of the material – some three-quarters of it – is concerned with particular events or products. There is extensive support publicity for trade fairs and exhibitions. Over 250 of the overseas joint ventures organised by the BOTB are given full publicity support every year, and upwards of 150 outward trade missions receive similar treatment. This is done with news stories and feature articles, which are supplemented by photographs, and radio and television material where appropriate. Britain's invisible trade in such fields as shipping, banking and insurance, vital to the economy of the nation, also gets substantial support.

Well over 3,000 new product and process stories demonstrating the excellence of British goods are produced every year for

COI Divisions with particular facilities for overseas and export publicity

Overseas Press and Radio

Over 15,000 news stories on industry and research are sent out each year by radio, teletype, telex and air mail as part of a daily service of news and information. These stories are reproduced in newspapers and periodicals throughout the world. A feature service provides fuller treatment on particular themes. Several thousand programme items are recorded every year for incorporation in broadcasts by overseas radio stations. The main themes are economic, industrial and scientific, in support of overseas trade. The fast "Newsline" service ensures that urgent stories can be transmitted immediately to the world's major capital cities.



Films and Television

COI produces documentary films for distribution overseas and acquires overseas rights in films produced by industrial sponsors. Films can be dubbed in the languages spoken in the targeted distribution areas. "London Television Service" reaches millions of viewers in virtually every country with a television system. As many as 1,000 industrial stories are featured in its programmes each year.

Photographs

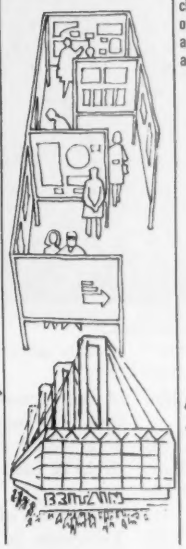
Over 3,000 fully captioned industrial photographs are dispatched each year in a targeted daily service of press pictures to 100 countries. Some 365,000 copies of industrial and scientific pictures are given world-wide distribution in the form of colour photo posters. In addition, special displays are produced for individual countries.

Publications and Design Services

COI produces supplements for publication in specialised overseas journals giving in-depth descriptions of British industries and timed to coincide with trade events in which British firms are participating. British industry and exports are featured in magazines and many other publications.

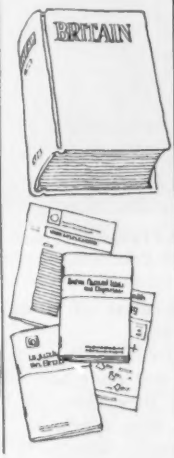
Exhibitions

COI is responsible for the design, production and management of official exhibitions, other than trade fairs, overseas. They include many important prestige/information exhibitions and British pavilions at world fairs.



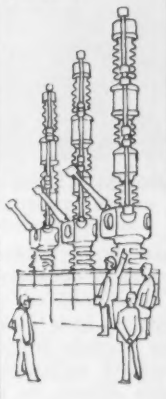
Reference

Reference documents distributed overseas include regularly revised reference papers and fact sheets on key industries of Britain. The annual publication "Britain" (a compendium of basic facts and figures) is supplied free of charge to many important overseas contacts and is also on sale through HMSO and its agents.



Tours

COI arranges tours in Britain for leaders of opinion from overseas. Most tours include visits to factories and research establishments of firms of actual or potential export interest in the countries from which the visitors come. The aim is to demonstrate Britain's industrial achievements and technology and that she is a good trading partner; although the visitors are not buying missions they often stimulate such inquiries later.



use in trade and technical journals all over the world. For those countries which do not have a well developed trade press, illustrated sheets giving technical descriptions of new products are printed in a number of languages. These go direct to individual businessmen, purchasing agencies, chambers of commerce and interested companies.

Using radio

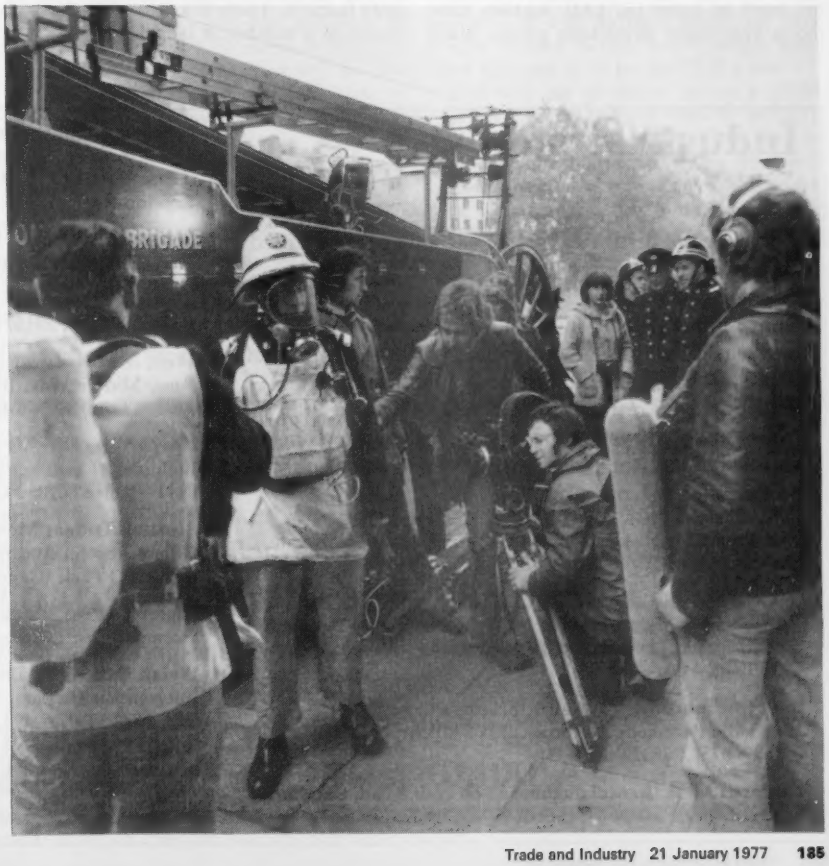
The radio voice of Britain abroad is provided by the BBC External Services, but COI runs a small operation which feeds material directly into the domestic radio programmes of overseas countries where it is heard as part of the normal listening pattern of the local audience. It is an extremely useful information tool and is used extensively in trade promotion, particularly for instance in support of outward trade missions.

Most of the material is issued on tape, but there is a unique operation which feeds special short interviews direct by line or satellite into foreign radio stations for use in newscasts or news commentaries. A great deal of this is political image-building material. It is a fairly frequent occurrence to get the voice of a British cabinet minister on several thousand radio outlets in the United States alone.

Exports and pictures

Photographs Division supports the export drive in pictures, and if one picture is 'worth a thousand words', as the old saying has it, then it is very effective support be-

Films: a film crew on location with members of the fire service.



Television: Films and Television's telecine room.

cause nearly three-quarters of a million pictures go out every year.

They stand on their own as captioned prints, in both black and white and colour, they illustrate articles, they adorn the front covers of magazines, they appear on television screens, on display boards – in fact anywhere where top quality pictures can help to tell the excellence of the British story. And in those countries where for financial or technical reasons printing blocks are hard to come by, COI supplies these too in lightweight airmailable plastic. Many of the pictures are taken by COI's expert staff photographers, but the bulk is obtained from industry itself. Many more could be used.

The impact of television

Television is today's big impact medium and about 1,000 major industrial stories are carried each year in the COI's services which include a science and technology series, and a steady flow of news items and short features. There is a television newsreel service in a number of languages.

The COI also co-operates closely with the London-based television correspondents of other countries, and visiting television teams, providing them with facilities to help them report objectively on the British scene.

Visitors to the UK

Visitors who come to the UK as official guests of the Foreign and Commonwealth Office are an important long-term investment for this country. They meet its leaders in the political and industrial fields: they visit factories, research centres, and development projects. They see Britain at first hand and take away with them a lasting impression of the vitality of this country, its industrial stamina and the excellence of its products and services.

These visitors are 'multipliers', people who are moulders of opinion in their own countries: decision makers who can speak positively when political or commercial decisions are being taken involving the UK. They are politicians, businessmen, senior officials, trade unionists and so on. About 3,000 come to this country every year and it is the role of the COI Tours Division to organise their programmes, escort them, and make all the necessary arrangements.

The co-operation of industry is an essential ingredient in the outstanding success of this operation, and is beneficial to industry, both in general and specific terms: many firms have had new export fields opened up to them as a result of meeting COI visitors.

Other divisions' important role

Three other divisions of COI play an important role in the overseas projection of

Industrial publicity

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, and films for television and other screening. Contact should be made with the nearest regional office covering your area.

Northern: Mr H. G. Roberts, Andrews House, Gallowgate, Newcastle upon Tyne NE1 4TB (Tel: 27575 – Telex 53277 NTYNE).

Yorkshire & Humberside: Mr T. Cooban, City House, New Station Street, Leeds LS1 4JG (Tel: 38232 – Telex 55472 COI DOE – G).

East Midland: Mr A. Waller, Severns House, 20 Middle Pavement, Nottingham NG1 7DW (Tel: 0602 56181 – Telex 37572 COINOT – G)

Eastern: Mr A. A. McLoughlin, 72-80 Hills Road, Cambridge CB2 1LL (Tel: 58911 – Telex 81187 COICAM – G).

London & South Eastern*: Mr A. J. Goodson, St Christopher House Annexe, Sumner Street, London, SE1 (Tel: 01-928 2371 – Telex 918881 COI FORLANG LDN, message to be prefixed for London Region).

Southern: Mr A. S. Poole, Market Place House, Reading RG1 2EH (Tel: 580463 – Telex 848216 CENTROFORM RDG).

South Western: Mr P. D. Yorke, The Pithay, Bristol BS1 2NF (Tel: 291071 – Telex 44203 COIBSL – G).

West Midland: Mr D. C. Boyd, Five Ways House, Islington Row, Middle Way, Birmingham B15 1SH (Tel: 021-643 8191 – Telex 337576 COIBHAM).

North Western: Mr P. B. Porter, 22nd floor, Sunley Building, Piccadilly Plaza, Manchester M1 4BD (Tel: 061-832 9111 – Telex 667830 CENTROFORM MCHR).

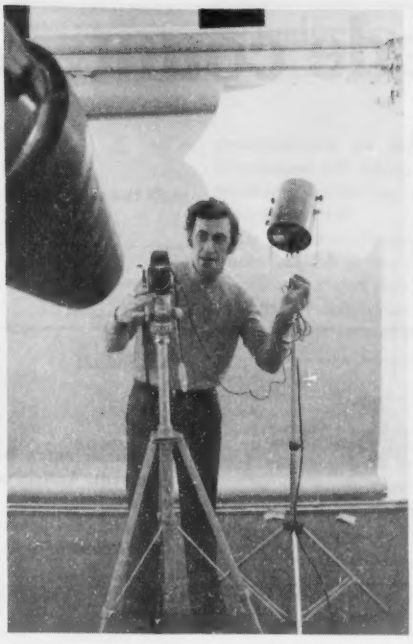
Scottish Office: Mr C. MacGregor, MBE, Scottish Information Office, New St. Andrew's House, St James Centre, Edinburgh EH1 3TD (Tel: 031-556 8400).

Ulster Office: Northern Ireland Information Service, Stormont Castle, Belfast BT4 3ST (Tel: 63011).

Welsh Office: Mr Brian Evans, Director, Welsh Office Information Division, Oxford House, Hills Street, Cardiff CF1 2XG (Tel: 44171 – Telex 49327).

* National companies in central London, and particularly those with UK subsidiaries or branches, which require overseas publicity should consult Industrial Section at COI Headquarters: Mr E. Turnbull, Central Office of Information, Hercules Road, London SE1 7DU (Tel: 01-928 2345 ext. 271 – Telex 915444).

Radio: preparing radio tapes in Overseas Press and Radio Division.



Photography: a staff photographer at work in one of COI's studios.

Publications and design: the artwork studio in Publications and Design Services.

this country. The Reference Division supplies the factual data about this country, essential if an accurate picture is to be portrayed. It has a print order of a million items a year, and over 20 per cent of its output is concerned with science, technology, industry and related subjects.

The Publications and Design Services Division handles all the print work, including catalogues for leading trade fairs and supplements in trade and technical magazines in support of major overseas trade events.

The mounting of trade exhibitions is handled by the British Overseas Trade Board, but the COI Exhibitions Division, on behalf of the Foreign and Commonwealth Office, mounts prestige type exhibitions in key market areas of the world to illustrate the excellence of British design and British products.

Liaison with industry

The projection of Britain overseas is a team effort. The COI and the FCO are only half the team: the other half is industry itself. Therefore the closer the liaison the more effective the effort can be.

COI is always seeking to extend this liaison. It is in contact with over 10,000 firms in the country, and in any one year handles stories from between 3-4,000 of them. Everyone involved in exports should make sure that they have contacts with the COI. Those firms who are backing Export Year should pay particular attention to this. There are nine COI regional offices in England (see opposite page) staffed by professional journalists, with the full resources of headquarters behind them, who can give exporters immediate advice on what help can be offered. The Scottish, Welsh and Northern Ireland Information Offices act similarly on COI's behalf.

The COI wants to know about new or improved products and processes, big orders, record outputs, membership of outward trade missions, participation in trade fairs and exhibitions, and any other information which the exporter thinks may help his export effort, and at the same time help Britain, too.

If your product has news interest, regional office staff will write about it for the Overseas Press Services. If it has visual impact, Photographs and Films and Television Divisions will be brought in. They may also record a radio interview for overseas use. But the COI cannot do anything unless it knows about you and the story you have to tell. As the Chinese say: 'the longest journey begins with a single step'. Your first step is to let the COI know.

COI will not of course act as a public relations agency for any firm or industry. Its activities do result in sales, but the main task of selling the goods is the job of industry itself. COI complements and underpins a company's own efforts. The COI is highly selective in its choice of material, using its own editorial and professional judgement on what to use and where to use it to best effect. But if you have a good story, the COI will use it. So tell them about it.

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ENCIRCLE TI 357 ON PAGE 215 FOR FURTHER INFORMATION

Overseas trade country data

Argentina

Import duty amendments. Decree 3008 of 24 November 1976 establishes new import duties for many goods throughout the import tariff. In the main the duties have been reduced although there are a few increases.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Australia

Furniture. A notice in *Trade and Industry*, 8 October 1976, reported a reference to the Industries Assistance Commission on the question whether assistance should be given to the production of furniture.

The commission is now in a position to proceed with this inquiry. The place and time of the public hearing will be advised as soon as the information is available but the timetable for the inquiry will require witnesses to forward advance copies of their statements of evidence to the Secretary, Industrial Assistance Commission, PO Box 80, Canberra ACT 2600 by not later than 3 March 1977.

Inquiries: CRE 01-215 5319. Ref. CRE 1736/76

Acetyl products: location and time of the public hearing. On 20 October 1976 it was announced that the Industries Assistance Commission was in a position to resume its inquiry into acetyl products which was adjourned on 13 October 1975.

A public hearing will be held on Wednesday 2 February 1977, beginning at 10.00 a.m. in the Public Inquiry Room, Industries Assistance Commission, Kings Avenue, Canberra. Those who wish to present evidence at the public hearing, but have not yet notified the commission are requested to do so immediately.

Evidence at public hearings, which must be presented on oath or affirmation, may be submitted either by the nominated representative of the firm or trade association concerned or through the Australian-British Trade Association, sixth floor, Dorland House, 18-20 Lower Regent Street, London SW1Y 4FW (tel. 01-930 2524), who will represent UK interests if authorised. The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

Inquiries: CRE 01-215 5319. Ref. CRE 1464/74

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

Austria

1977 tariff rates. In accordance with the Austria-EEC free trade agreement, Austria will further reduce her duties on certain sensitive products originating in the EEC member states other than UK and Denmark, on 1 January 1977.

The following goods are affected:

CCCN	Commodities
56.01 B 1	Viscose textile fibres, based on ammoniacal copper oxide and acetate (cellulose wool); textile fibres based on alginates or casein
56.02 B	Continuous filament tow for the manufacture of regenerated fibres (discontinuous)
ex 73.15	Alloy steel and high carbon steel in the forms mentioned in headings 73.06 to 73.14 excluding products covered by the Treaty of the European Coal and Steel Community
76.01 A	Unwrought aluminium
78.01 A	Unwrought lead
79.01 A	Unwrought zinc
81.01 B	Tungsten (wolfram) unwrought or wrought and articles thereof, excluding tungsten unworked in pigs, bars, cast or sintered rods, powder or pellets, tungsten waste and scrap
81.02 A	Molybdenum unworked in pigs, bars, cast or sintered rods, powder or pellets
81.02 C	Other molybdenum excluding waste and scrap
81.04 A	Wrought or unwrought antimony, waste and scrap of antimony

As a result of this reduction 60 per cent of the most favoured nation's (mfn) rate of duty will be applied to these goods.

Austria may impose indicative ceilings on imports of these products. If these ceilings are exceeded she may impose her full mfn tariff on imports from the original six member states of the EEC and the Irish Republic for the remainder of the year.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Bolivia

Ban on toys. Supreme decree 14222 of 23 December 1976 bans the importation of toys falling within tariff numbers 97.01, 97.02 and 97.03 when the unitary cost of the items is greater than $US 10 fob.

A copy of the supreme decree, in Spanish, is available from OTAR 01-248 5757 ext. 474/476.

Brazil

Reference price on automatic electronic guillotines. Customs Policy Council resolution 2898, published in the *Diario Oficial* of 14 December 1976 established a reference price on automatic electronic guillotines of CCCN (formerly BTN) tariff heading 84.33.01.02 of $US 6.40 per kg cif.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Global limits on imports into the Manaus free zone for 1977. The Brazilian government has issued a decree limiting the global imports into the Manaus free zone to $US 320 million for 1977. This limit does not, however, apply to oil or wheat. Suframa – the free zone superintendency will be in charge of the detailed execution of the decree. They are authorised to release goods shipped before 7 June 1976 and held in Manaus due to the relevant quotas for 1976

having been already filled and in anticipation of the 1977 quotas. Goods imported into the free zone which are intended for manufacture in the free zone of goods for export later, and which are imported under drawback arrangements may be excluded from the quotas.

No further information is available at present. Any further details will be published as they become available.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Proposed duty increases. The following increases in import duty are proposed by the Customs Policy Council:

Tariff no.	Product	Import duty	
		Current	Proposed
27.01.02 00	Raw anthracite, or in bulk, including powder	20%	
	'ex' Calcined anthracite raw or in bulk, including powder		50%
27 01.04.00	Agglomerated anthracite	20%	
	'ex' Calcined agglomerated anthracite		50%
29.40.07.00	Pancreatin	15%	45%
29.40.09.00	Pepsin	15%	45%
29.40.14.00	Bromelin	10%	40%
29.40 99.00	Other		
	'ex' Proteolytic mixtures with a preponderance of trypsin	10%	40%

Inquiries: OTAR 01-248 5757 ext. 476/474.

Duty increase on sugar-cane harvesters. Customs Policy Council resolution 2893, published in *Diario Oficial* of 9 December 1976, increased the import duty on self-propelled, combined sugar cane harvesters, under CCCN (formerly BTN) tariff heading 84.25. 01.01, from its current rate of 25 per cent to 37 per cent for a period of one year. This change has a validity of one year counted from the date of publication and lapses on 9 December 1977.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Chile

Import duty reductions. The Chilean *Diario Oficial* of 23 December 1976 published as decree 1098 a selective reduction of customs duties (*ad valorem* on the cif value) affecting some 2,000 commodities. This is in line with the government's declared policy of reducing rates of duty to a level of between 10 per cent and 35 per cent by 1978.

This selective reduction of duties benefits industrial supplies, ie capital goods, raw materials and spare parts – thus reducing the landed and input costs for Chilean manufacturers. The average reduction is some 15 to 20 points below the duties in force since early June 1976 resulting from new levels in the range of 10 per cent to 45 per cent. No duty reductions have been applied on this occasion to finished consumer goods which have benefited in the previous across-the-board duty rebates.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Colombia

Duty reduction on cocoa. Decree 2656 of 16 December 1976 has reduced the import duty on raw cocoa beans and shells, husks, skins and waste of cocoa beans CCCN (formerly BTN) nos. 18.01 and 18.02) from 20 per cent to 15 per cent *ad valorem* cif.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Dominica

Consumption tax surcharge. By Act 23 of 1976, the Dominica authorities have imposed a surcharge of 10 per cent of the consumption tax on all taxable goods imported into Dominica except baby foods, bloaters, codfish, milk, rice, sugar, gasolene, kerosene and diesel.

Inquiries: OTAR 01-248 5757 ext. 7312/456.

Ecuador

Amendment to minimum value for whisky regulations. Resolution 510 which introduced the variable minimum value for whiskies of differing ages has been amended by resolution 541 of 2 December 1976.

In this amendment the minimum value of a crate of whisky is quoted in fob prices instead of in cif as in resolution 510 and it is specifically stated that the cost of transport must not be less than that charged by conference lines. The new minimum prices based on the fob value are shown below:

Age	Minimum fob price per crate
Whisky up to 5 years old	300 Sucres
between 5 and 8 years	550 Sucres
between 8 and 12 years	630 Sucres
over 12 years old	880 Sucres

A copy of the new regulation, in Spanish, is available to British exporters from OTAR 01-248 5757 ext. 474/476.

Finland

Turnover tax. Finnish turnover tax has been increased from 12.4 per cent to 16.28 per cent with effect from 1 January 1977 and in accordance with the amendment to the turnover tax legislation operative from 1 September 1976 will continue to be levied on imports at the time of customs clearance.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Federal Republic of Germany

Honey. A Honey order dated 13 December 1976 was published in *Bundesgesetzblatt* part I of 18 December 1976. The order came into force on 1 January 1977. Copies of the order, in German, are available from OTAR 01-248 5757 ext. 467/466/288.

Iceland

Special goods tax. The validity of the special goods tax introduced on 17 July 1975 and currently levied at a rate of 18 per cent has been extended to 31 December 1977. The list of goods affected remains unchanged.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Indonesia

Increase of margin of profit tax. The Indonesian Director General of Taxes has announced with effect from 20 November 1976 an increase in the margin of profit tax payable on goods imported without a letter of credit. The rate is now – with letter of credit – 5 per cent of cif value of the goods. without letter of credit – 12 per cent of cif value of the goods.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Partial exemption from the import duty and sales tax, materials for press printing industry. The Indonesian Minister of Finance has announced that with effect from 13 November 1976 there is a 50 per cent exemption of import duty and 50 per cent exemption of import sales tax on the import of materials for

the press printing industry consisting of items under the following CCCN (formerly BTN) numbers:

37.01.90, 37.03.00, 37.08.90, 48.03.00, 48.15.19, 59.11.90, 59.17.90, 84.34.90

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Israel

Import duty amendments. The following amended rates of import duty have been announced:

CCCN (BN no.)	Description	Rate of duty MFN	EEC 6	EEC 3	Unit
22.08	Ethyl alcohol or neutral spirits, undenatured, of a strength of 80° or higher: denatured spirits (including ethyl alcohol and neutral spirits) of any strength	3.00 +10%	3.00 +10%	3.00 +10%	Kg
ex 29.04	Propyl alcohol and isopropyl alcohol (excluding that which is denatured in a licensed warehouse or otherwise under customs control and having a pyridine base, 1.5% or more by weight)	3.00 +10%	3.00 +10%	3.00 +10%	Kg
ex 38.19	Propyl alcohol and isopropyl alcohol (excluding that which contains by weight 1.5% or more of pyridine base)	3.00 +10%	3.00 +10%	3.00 +10%	Kg

Notes: 6 = original member states of the EEC. 3 = new member states of the EEC. Units in import duty column = Israeli pounds.

No further information is available.
Inquiries: OTAR 01-248 5757 ext. 458/461.

Jamaica

Import restrictions. The Minister of Industry and Commerce in Jamaica announced on 5 January 1977 an import ceiling in 1977 of 600 million Jamaican dollars.

In order to monitor closely all imports for 1977, all outstanding import licences are to be called in immediately for review by the Trade Administrator. Revalidation of the licences will only be considered on the basis of irrevocable commitment entered into by importers, and the country's priority needs, which will be determined by the government.

The government will also review the existing list of items which do not at present require specific licences, with a view to monitoring these items more closely.

Imports for the public sector will be centralised and applications will be considered strictly on the basis of merit in relation to the country's priority needs.

There will be no change in the situation concerning Caricom (Caribbean Community and Common Market) imports.

Inquiries: OTAR 01-248 5757 ext. 7312/456.

Montserrat

Wood furniture and fixtures and manufactures of wood: import licences. By SR&O 1976 32, the Montserrat authorities have announced that import licences are now required for the importation of wood furniture and fixtures and manufactures of wood excluding parquet flooring, wooden shingles, wooden tools and tool handles.

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Mozambique

Nationalisation of insurance and reinsurance. A decree published on 10 January 1977 stated that with effect from 1 January 1977 insurance and reinsurance in Mozambique were nationalised. A state enterprise, Empresa Mocambicana de Seguros (Emose) has been created with 150 million escudos of state capital.

Emose will incorporate three existing insurance companies, Nauticus, Lusitana and Tranquilidade de Mocambique. The fourth existing main company, Mundial e Confianca de Mocambique, will be liquidated. Insurance companies may not contract any new business and all their existing policies except life policies (which will be taken over by Emose) must be terminated by 31 January 1978. New cover must be sought from Emose.

The companies must deposit in cash with the Ministry of Finance by 30 June 1977 the amount of their technical reserves. When their liabilities for policies and claims have been established they must transfer the appropriated sums in cash to Emose, and may for this purpose draw on the technical reserves, with the permission of the Ministry of Finance. A different procedure may be followed by insurance companies established in Portugal in accordance with existing agreements between the two governments.

Holders of shares in the three companies incorporated into Emose must deposit share certificates with the Banco de Mocambique or Instituto de Credito de Mocambique, within 30 days from 10 January 1977. Foreign holders must do so within 60 days. Transfers of shares effected after 10 January 1977 are invalid.

Inquiries: CRE 01-215 5794.

New Zealand

Customs tariff amendments. The following is a continuation of the notice published in *Trade and Industry*, 14 January, page 120.

Number	Description	Unit	Rates of duty effective on and after 1 July: Year	Normal tariff	British preferential	Other preferential rates of duty
39.05	Natural resins modified by fusion (run gums); artificial resins obtained by esterification of natural resins or of resinic acids (ester gums); chemical derivatives of natural rubber (for example, chlorinated rubber, rubber hydrochloride, oxidised rubber, cyclised rubber):					
	Chemical derivatives of natural rubber:					
39.05.048	Seamless tubes	kg	1976	5%	5%	Aul Free Can Free CPC Free DC Free
	Plates, sheets, strip, film and foil:					
	Plates, sheets and strip being textile fabrics coated on both sides with materials of this heading:					
39.05.052	As may be determined by the Minister	kg	1976 1977	40%* 40%*	34%* 40%*	Aul 25%* Can 25%* CPC 25%* DC 25%*
39.05.058	Other	kg	1976 1977	9% 5%	3% 5%	Aul Free Can Free CPC Free DC Free
39.05.068	Other kinds	kg	1976	5%	5%	Aul Free DC Free
39.05.098	Waste and scrap	kg	1976	Free	Free	
39.06	Other high polymers, artificial resins and artificial plastic materials, including alginic acid, its salts and esters; linoxyn:					
	Other high polymers, artificial resins and artificial plastic materials:					
39.06.048	Profile shapes	kg	1976	5%	5%	Aul Free DC Free
39.06.058	Seamless tubes	kg	1976	5%	5%	Aul Free Can Free CPC Free DC Free
	Plates, sheets, strip, film and foil:					
	Plates, sheets and strip being textile fabrics coated on both sides with materials of this heading:					
39.06.062	As may be determined by the Minister	kg	1976 1977	40%* 40%*	34%* 40%*	Aul 25%* Can 25%* CPC 25%* DC 25%*

* Or such lower rate of duty as the Minister may in any case direct.

CRE tel. Direct dialling **OTAR** telephone 01-248 5757
Extensions to **OTAR** numbers are given at the end of each notice

Number	Description	Unit	Rates of duty effective on and after 1 July: Year	Normal tariff	British preferential	Other preferential rates of duty
39.06.068	Other	kg	1976	9%	3%	Aul Free
			1977	5%	5%	Can Free
						CPC Free
						DC Free
39.06.078	Other kinds	kg	1976	5%	5%	Aul Free
						DC Free
39.06.098	Waste and scrap	kg	1976	Free	Free	
39.07	Articles of materials of the kinds described in headings nos. 39.01 to 39.06:					
	Tubes, rods, sticks, profile shapes and articles of rectangular shape worked beyond the stage of being merely surface-worked:					
	Rods and sticks:					
39.07.101	As may be determined by the Minister	kg	1976	25%•	25%•	Aul 15%•
						Can 15%•
						CPC 15%•
						DC 15%•
39.07.109	Other	kg	1976	5%	5%	Aul Free
						Can Free
						CPC Free
						DC Free
	Other kinds:					
39.07.121	As may be approved by the Minister and under such conditions as he may prescribe	kg	1976	Free†	Free†	
39.07.129	Other	kg	1976	30%	30%	Aul 20%
						Can 20%
						CPC 20%
						DC 20%
	CHAPTER 59: WADDING AND FELT; TWINE, CORDAGE, ROPES AND CABLES; SPECIAL FABRICS; IMPREGNATED AND COATED FABRICS; TEXTILE ARTICLES OF A KIND SUITABLE FOR INDUSTRIAL USE					
59.12	Textile fabrics otherwise impregnated or coated; painted canvas being theatrical scenery, studio back-cloths or the like:					
	Textile fabrics otherwise impregnated or coated:					
	Electrical insulation tape:					
59.12.003	As may be determined by the Minister	..	1976	35%•	35%•	Aul 25%•
						Can 25%•
						CPC 25%•
						DC 25%•
59.12.005	Other	..	1976	5%	5%	Aul Free
						Can Free
						CPC Free
						DC Free
59.12.007	Typewriter and similar ribbon	..	1976	42½%	33⅓%	Aul 27½%
			1977	37½%	37½%	Can 27½%
						CPC 27½%
						DC 20%
	CHAPTER 70: GLASS AND GLASSWARE					
70.06	Cast, rolled, drawn or blown glass (including flashed or wired glass), in rectangles, surface ground or polished, but not further worked:					
70.06.003	Float glass	m²	1976	5%	3%	Aul Free
			1977	5%	5%	Can Free
						CPC Free
						DC Free
	CHAPTER 73: IRON AND STEEL AND ARTICLES THEREOF					
73.15	Alloy steel and high carbon steel in the forms mentioned in headings nos. 73.06 to 73.14:					
	Sheets and plates, less than 3mm in thickness, plated, coated or clad:					
	Of high carbon steel:					
	Other kinds:					
	Other:					
73.15.321	Polished	kg	1976	5%	3%	Aul Free
			1977	5%	5%	Can Free
						CPC Free
						DC Free

* Or such higher rate of duty as the minister may in any case decide.
† Or such lower rate of duty as the minister may in any case direct.

Aul, Australia; Can, Canada; CPC, Commonwealth preference countries; DC, Developing countries.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Singapore

Customs duties amendments. The Singapore government has introduced The Customs Duties (Amendment No. 7) Order 1976 which came into force on 19 November 1976 whereby tariff item CCCN (formerly BTN) 87.09.100., is amended to read as follows:

CCCN no.	Description	Unit of quantity	Customs duty: Full	Preferential	Excise
87.09.100	Motor cycles, auto-cycles and cycles fitted with an auxiliary motor, with or without side-cars in completely-built up, semi-knocked down or completely-knocked down forms acceptable to the Comptroller	No.	15%	15%	Nil

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Importation of racehorses into Singapore. The Singapore government has announced that quarantine will no longer be imposed on horses originating from the UK and the Irish Republic, subject to the following conditions:

1 The horses to be imported from the UK and the Irish Republic must comply with the rules governing the import of horses as laid down in item 15, first schedule of the Animals and Birds (Importation) Order 1966.
2 The aircraft may stop at Bahrain en route between the UK-Irish Republic and Singapore, and
3 Production, on arrival of the horses, of a certificate from the Bahrain veterinary authority certifying that Bahrain has been free of African horse sickness for the past six months.

The government reserves the right to re-impose quarantine if the equine disease situation changes.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

South Africa

Customs tariff applications. Customs tariff application list no. 2/77, published in the South African *Government Gazette* of 14 January 1977 contains an application to the Board of Trade and Industries for increase in duty on:

1 Board and tiles of slag wool, rock wool and similar mineral wools and mixtures classifiable under tariff subheading 68.07.10.10
2 Golf clubs classifiable under tariff subheading 97.06.40
3 Capstan or turret lathes classifiable under tariff subheading 84.45.10.20
4 Tetracyclines and their derivatives; pills, tablets, capsules and other medicaments containing tetracyclines and their derivatives classifiable under tariff subheadings 29.44.30, 30.03.20.20 and 30.03.20.30

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE tel. 01-215 5274.

Rebates, refunds of excise duty. The following amendments have been published in the South African *Government Gazette* of 17 December 1976.

R.2487 Item 601.01.05: Provision is made for a rebate of the full excise duty on ethyl alcohol, entered for use as state stores.

The following amendments have been published in the South African *Government Gazette of* 31 December 1976.

R.2563 85.01.43: Specific provision, at a rate of duty of 20 per cent (general) and 15 per cent (preferential) is made for transformers, with an iron or steel core, rated at less than 500VA (excluding voltage and current transformers, suitable for metering and protective purposes).

R.2564 25.32.40: 41.01.20 and 41.01.25. 1 Specific provision is made for perlite and the rate of duty there on is reduced from 10 per cent to free. 2 The rate of duty on certain raw bovine hides is reduced from 20 per cent to free.

INDUSTRIAL REBATES

R.2565 Item 307.01 of 29.02: The provision for a rebate of duty on hexabromododecane is replaced by a provision for a rebate of duty on hexabromocyclododecane, for the manufacture of synthetic r esins and artificial plastics.

GENERAL REBATES

R.2566 Item 410.03 and 460.11 of 41.01 : 1 The provisions for a rebate of duty on bovine hides, fresh, wet salted, pickled or limed of a fob price per kg exceeding 18.2c and on dried bovine hides, of a fob price per kg exceeding 25.4c are withdrawn as these hides are now free of duty. 2 The provisions for a rebate of duty on :

a polyester fibres (discontinuous), not carded, combed, or otherwise prepared for spinning, b continuous filament tow for the manufacture of polyester fibres (discontinuous), c waste (including yarn waste and pulled or garnetted rags) of polyester fibres (continuous or discontinuous), not carded, combed or otherwise prepared for spinning, and d polyester fibres (discontinuous or waste), carded, combed or otherwise prepared for spinning are withdrawn.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Spain

Coffee beans – import regulations. The Spanish *State Gazette* of 6 December 1976, published royal decree 2779/1976 laying down further rules on the marketing, etc, of coffee beans as follows:

Article 1 Coffee beans, whether raw or roasted, shall continue to be an item subject to special supervision, as expressed in the following articles.
Article 2 Imports of coffee to peninsular Spain and the Balearic islands shall be an area of trade exclusive to the state, the Commissariat-General of Supply and Transport being the only body authorised to effect such imports.
Article 3 The state selling price of raw coffee to the roasting and processing industries shall be determined by a resolution of the Directorate-General of Trade after consultation with the Prices Board. The resolution shall also fix the retail prices of roast coffee of various classes and formats.

The above text is an unofficially translated version of the original decree.

Copies of the Spanish text are available from OTAR 01-248 5757 ext. 462/471/472/473.

Tanzania

Imports of motor vehicles. The State Motor Corporation, which controls the importation of motor vehicles into Tanzania, has revised its list of motor vehicles which may be imported into Tanzania. The following makes of vehicles are included in the revised list:

Saloon cars – Volkswagen, Peugeot and Datsun
Pick-ups – Isuzu, VW Combi, Land-Rover, Ford Transit
Lorries (5-7 ton) – Bedford, Isuzu, Fiat
Lorries (over 8 tones) – Fiat, Leyland, Scania
Buses (55-65 passengers) – Leyland, Fiat, Isuzu
Small buses – Isuzu, VW Combi, Ford Transit
Special vehicles :

1 ambulances – VW Combi, Land-Rover, Ford Transit
2 fire tenders – Leyland, Bedford, Scania
3 small tenders – Land-Rover

Vehicles already on order which are not included in the new list will be allowed into the country but new orders must comply with the new list.

Inquiries: OTAR ext. 472/471/473/462.

Silver Shadows for export

Making the 'best car in the world'. These Rolls-Royce Silver Shadow saloon cars, being hand-built at the company's plant at Crewe in north-west England, are part of an export sales drive which is breaking all records for sales in the United States.

Trinidad and Tobago

Documentation: metric units. The Trinidad and Tobago authorities have notified importers that statistics submitted in all documents to the customs must be given in metric units from 1 January 1977.

Exemptions from this ruling apply to the following goods only:

Tariff no	Description of goods
22.03	Beer made from malt
22.08	Ethyl alcohol, neutral spirits and denatured spirits
22.09	Spirits, liqueurs and other spirituous beverages

Importers have been asked to advise their suppliers to provide the information required in metric units. It is understood that this applies to all shipping documents.

Inquiries: OTAR 01-248 5757 ext. 7312/456.

Tunisia

Tripoli Port: unclaimed imports. It was announced in *Al Fajr al Jadid* on 14 December 1976 that the Ports and Lights Authority has stopped the public auction of unclaimed goods within the port. The Ports and Lights Authority will retain the goods until one of the two parties concerned ie consigner or consignee pays demurrage and/or any other charges pertaining to the imported goods.

Inquiries: OTAR 01-248 5757 ext. 602.

United States

Carbon black: cosmetic labelling. The *Federal Register* dated 28 December 1976 published a notice by the Food and Drug Administration allowing the use of existing stocks of cosmetic labels for products formerly containing carbon black and stating that the product contains carbon black until supplies are exhausted or until 23 September 1977 whichever occurs first, even though the cosmetic product no longer contains carbon black.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Anti-trust: pre-merger notification. The Federal Trade Commission has published proposed rules which will require persons contemplating certain direct or indirect mergers to give the commission and the Department of Justice advance notice and to wait certain designated periods before consummation of such plans. Transactions to which the requirement may apply include a foreign subsidiary of a United States corporation which seeks to acquire a foreign company which is substantially involved in the domestic, import or export commerce of the United States.

Written comments on the proposal by any interested person should be submitted to: 1 the Federal Trade Commission and 2 the Department of Justice on or before 19 January 1977 but it is expected that this deadline will be extended.

Inquiries: CRE 01-215 5629.

Escape clause: non-rubber footwear. The International Trade Commission has found serious injury to the domestic industry arising from increased imports of non-rubber footwear and has made a majority recommendation of tariff rate quotas as a remedy. The President has yet to make a decision.

Inquiries: CRE 01-215 5629.

Securities and Exchange Commission reporting requirements. The Securities and Exchange Commission have issued a notice containing a proposal that foreign companies whose shares are traded on United States exchanges should provide the same information as United States companies are required to provide:

1 on the initial registration of securities and
2 in the form of an annual report on their activities.

This information will be open to public inspection. Interested persons should submit their written views in triplicate to George A. Fitzsimmons, Secretary, Securities and Exchange Commission, Washington, DC 20549 on or before 28 February 1977.

Inquiries: CRE 01-215 5629.

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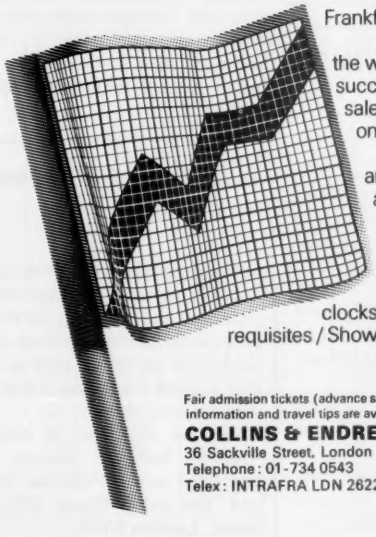

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ENCIRCLE TI 353 ON PAGE 215 FOR FURTHER INFORMATION

Overseas trade export services

Transfrig keeps sea-going containers cool

Transfrig Ltd of Gosport has developed packaged refrigeration units specially for cold storage containers in sea-going applications. Adapted from the Transfrig range of packaged, plug-in refrigeration units designed for land-based cold stores, these new models are available for ac or dc operation and with cooling capacities ranging from 500-17,000kCal/h.

These freight container refrigeration units are supplied factory-assembled, pre-charged with refrigerant and tested, as completely self-contained, ready-to-use packages. This packaged concept, Transfrig says, simplifies installation, because the unit is merely set through the wall of the cold container. The container is then plugged into the ship's electricity supply to maintain the cold storage temperature during transit. No other services are required.

Among the first of these units to be delivered was a 5-hp rated model powered by a 220 volt dc, drip-proof electric motor for Collis Cold Containers Ltd of Fareham. Fitted to a 20 ft-long container, this unit has a basic cooling capacity range of 3,000-7,500kCal/h and the operating temperature can be set by means of a dial between −25°C and +20°C.

Initial interest has been shown in particular by shipping companies trading along the west coast of Africa, where ambient temperatures are high. Cold storage temperatures ranging from −30°C to 13°C can be catered for in ambient temperatures as high as 49°C with standard units. Where a cooling capacity greater than 17,000kCal/h is required, the equipment can be custom-made.

New company formed to help small businesses export

R. C. Johnson International has recently been formed to provide a complete export service for businesses in northern England.

The aim of this new company is to help such businesses in their early days of export marketing so that they are able to accomplish it for the lowest possible cost and with the smallest number of problems.

The company will undertake market research assignments for the product. When the markets for it have been identified, agents and distributors can be sought who should provide the right kind of marketing and sales support for the product. Assistance and advice is also available when preparing agency agreements and pricing policies.

The company can also organise and run stands at overseas trade fairs so that many of the unknown problems that may face a first-time exporter or exhibitor can be removed at the outset.

If for various reasons a business does not wish to become involved in exporting R. C. Johnson International is prepared to act as an export agent.

Middle East Express Lines extends service

Middle East Express Lines has increased its coverage of Middle East markets with the introduction of through container rates for full container loads to Amman and Tobruk.

Additionally, the service has been extended to call at Mersin with the added facility of on-carriage from this port to Baghdad.

Both these new introductions to Middle East Express Lines' services are for 20 ft units and shippers have the benefit of four sailings a month from Felixstowe.

Inpac wrap Thorn lighting exports

Installation of an Inpac Automation pallet stretch wrapping (PSW) machine is helping Thorn Lighting to export safely many millions of pounds of their products every year.

Lighting products at Thorn's Romford warehouse are collated onto pallets to meet customer orders. The Inpac machine then 'bandages' the load in a protective polythene coat, bonding the goods to the pallet.

The polythene 'bandaged' load protects the goods from pilferage and damage and provides quicker and easier handling in transit and storage – an important consideration for delicate lighting products which are shipped thousands of miles.

A wide range of pallet sizes is used at Thorn Lighting so the Inpac PSW is fitted with an extra large table set flush in the warehouse floor.

New trailer outfit for Presto

Presto European Transport Ltd has recently added a 32 ton GTW drawbar outfit to its fleet. The vehicle is a Fiat 160 with a 5.3m wheelbase and has a sleeper cab. The bodywork was built by Whitacre's Ltd of Stoke and is a new type of construction. The trailer chassis was built by Trailor SA (UK) Ltd of Stockport. The prime mover has a body length of 21 ft and the trailer 23.5 ft.

The outfit is under contract to Avandero (UK) Ltd, who run it regularly between the UK and Florence, the round trip taking approximately one week.

Eastern European travel brochure issued

Lep Travel has produced a booklet giving comprehensive details of the company's inclusive travel arrangements to countries within the eastern bloc.

The 24-page booklet will be of use to businessmen and visitors who attend the increasing number of trade fairs and conferences taking place in eastern Europe, since the arrangements offer a saving in travel costs and enable travel plans to be made, in most instances, by a single telephone call or letter to any Lep Travel office.

News of services for exporters

If your company has recently introduced a new service for exporters – in, for example, the packing, forwarding, shipping, airfreighting, banking or translation fields – we would be glad to have details, plus a good black and white photograph where appropriate.

Items for inclusion in our fortnightly 'Export Services' feature should be addressed to the Overseas Editor, 'Trade and Industry', Room 439, 1 Victoria Street, London SW1.

Advertisers who wish to be associated with this feature should contact Mike White at T. G. Scott's on 01-242 6264.

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
				of which			of which					
			Total	Manufacturing industry	Distributive and service industries excl. shipping	Total	Manufacturing industry	Wholesalers	Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1975	1970	£ million	£ million			£ million				£ million		
						18,209	10,399	1,807	1,976			
1970	100	31,644	9,453	2,130	1,799	442	325	68	−14	733	−25	758
1971	102	32,505	9,681	1,991	1,930	99	−148	52	22	1,084	280	804
1972	104	34,402	9,870	1,739	2,071	39	−145	48	15	154	−702	856
1973	110	35,935	10,279	1,872	2,362	1,127	404	102	382	−736	−2,334	1,598
1974	110	35,612	10,087	2,024	2,251	604	666	81	−111	−3,323	−5,220	1,897
1975	108	35,374	9,967	1,737	1,964	−699	−392	−111	−23	−1,656	−3,204	1,548
1976										−1,526	−3,611	2,085
1974 2nd qtr.	111	8,814	2,436	502	562	321	197	43	19	−858	−1,355	497
3rd qtr.	112	8,956	2,476	501	548	330	358	3	−39	−763	−1,242	479
4th qtr.	111	8,989	2,581	511	550	58	133	17	−53	−904	−1,335	431
1975 1st qtr.	110	8,989	2,533	471	497	−126	18	−31	−38	−449	−852	403
2nd qtr.	108	8,851	2,460	444	495	−269	−105	−54	−66	−357	−681	324
3rd qtr.	107	8,776	2,528	416	496	−214	−234	−29	38	−555	−989	434
4th qtr.	108	8,758	2,446	406	476	−90	−70	4	43	−295	−682	387
1976 1st qtr.	109	8,876	2,427	402	460	38	31	23	12	−3	−448	445
2nd qtr.	108	8,812	2,343	408	474	−118	−115	−22	−55	−497	−968	471
3rd qtr.	108 p	8,928	2,444	411	472	−27	5	3	22	−597	−1,166	569
4th qtr										−429	−1,029	600
% change last 2 qtrs. on prev. 2 qtrs.	0.0	+0.6	−1.8	+1.4	+1.1							
on a year earlier	+1.3	+0.6	−4.0	−4.8	−4.5							

	Industrial production		Personal expenditure		Prices and costs (NOT seasonally adjusted)					Labour (UK)			Visible Trade (Volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices		Wholesale prices: all manufacturing industry		Basic hourly wage rates of manual workers (all industries and services)	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Export	Import
				monthly averages		% increase on a year earlier	basic materials and fuel used	manufactured products: home sales		mid-month count	% of total employees	mid-month count	On a balance of payments basis	
	at 1970 prices		at 1971 prices										at 1970 prices	
Base of index £m in base year Series in	1970	1970	1971 15,895	thousands	Jan. 1974		1970	1970	July 1972	thousands		thousands	1970 7,907	1970 7,932
1971	100.5	99.7	100.0	108.5	153.4†	9.4	104.6	109.0	88.9	775.8	3.4	130.9	106.7	104.2
1972	102.7	102.4	105.8	138.6	164.3†	7.1	109.2	114.8	101.4	854.9	3.7	147.3	106.6	116.3
1973	110.3	110.0	110.7	137.1	179.4†	9.2	144.5	123.2	115.6	611.0	2.6	307.0	121.8	133.9
1974	106.4	108.2	109.9	102 8	108.5	16.0	215.3	152.0	138.7	599.5ø	2.6ø	302.2ø	130.1	135.2
1975	101.2	101.7	107.9	97.2	134.8	24.2	235.4	188.7	179.8	929.0	3.9	148.2ø	124.9	125.6
1976			107.8 p	103.8 p									135.4 p	134.2 p
1975 1st qtr.	104.7	106.1	111.3	108	122.0	20.3	220.9	176.0	163.6	737.8	3.1	..	128.9	125.4
2nd qtr.	100.3	100.5	108.9	94	133.6	24.3	225.6	186.3	176.3	847.4	3.6	164.4	122.6	122.2
3rd qtr.	99.6	99.7	105.5	103	139.4	26.6	239.3	193.4	185.5	1,000.0	4.2	133.6	120.0	127.4
4th qtr.	100.4	100.4	105.8	84	144.2	25.3	256.1	199.1	193.8	1,132.1	4.8	113.6	128.3	127.2
1976 1st qtr.	102.0ø	102.0ø	107.3	106	149.4	22.5	266.5	206.9	205.5	1,223.2	5.2	115.5	131.6	124.1
2nd qtr.	102.4	103.4	106.7	106	154.9	16.0	292.6	214.4	212.8	1,246.5	5.3	119.6	137.1	136.7
3rd qtr.	101.3	103.2	108.7	97	158.5	13.7	306.8	223.2	218.6	1,307.5	5.5	124.7	133.1	137.2
4th qtr.			108.4 p	106p p									139.8 p	138.7 p
1975 Nov.	100.8	100.9	105.2	81	144.2	25.2	256.7	198.9	195.6	1,133.0	4.8	111.8	123.4	128.0
Dec.	99.8	99.5	107.0	87	146.0	24.9	259.5	201.5	198.2	1,174.6	5.0	110.1	130.9	124.7
1976 Jan.	101.4	101.8	109.8	115	147.9	23.4	261.5	204.8	202.1	1,210.5	5.1	111.1	131.5	125.1
Feb.	102.6	102.2	107.1	101	149.8	22.9	263.9	207.3	206.4	1,232.4	5.2	113.5	128.4	127.0
Mar.	102.1	102.0	105.5	101	150.6	21.2	274.2	208.6	207.9	1,226.6	5.2	122.0	134.9	119.9
Apr.	102.3	103.1	108.5	118	153.5	18.9	286.3	211.5	210.1	1,233.7	5.2	123.9	134.8	134.0
May	104.4	106.2	105.7	112	155.2	15.4	292.0	214.8	211.7	1,250.0	5.3	120.6	138.2	139.7
June	100.4	101.0	106.1	88	156.0	13.8	299.6	217.0	216.6	1,255.7	5.3	114.3	138.4	137.7
July	101.3	103.5	108.3	87	156.3	12.9	302.0	219.8	218.5	1,294.6	5.5	117.6	129.9	140.3
Aug.	100.5	102.3	108.9	115	158.5	13.8	304.0	223.4	218.6	1,309.4	5.6	127.5	132.6	131.2
Sept.	102.1	103.9	108.8	88	160.6	14.3	314.4	226.3	218.7	1,318.6	5.6	129.0	136.7	140.1
Oct.	102.5	104.3	107.3	104	163.5	14.7	327.7	230.0	218.7 p	1,305.4	5.5	126.2 p	140.1	142.6
Nov.	102.6	103.8	109.3	111	165.8	15.0	331.8 p	234.4 p		.	..	..	136.6	142.2
Dec.			108½ p	102 p			330.7 p	237.3 p		1,330.0	5.6 pe	..	142.6 p	131.4 p
% change latest 3 months on prev. 3 months	+1.6	+1.7	−0.3	+9.3	+4.1		+7.6	+4.8	+1.4	+0.8		+8.6	+5	+1
on a year earlier	+1.8	+3.3	+2.6	+25.3	+14.7		+28.9	+17.4	+17.3	+16.4		−0.8	+9	+9

p Provisional pe Preliminary estimate † Base of index Jan. 1962 = 100 .. not available ø Average of 11 months

Inquiries: 01-215 3453

Retailers' stocks in November

Based on the non-seasonally adjusted data of table 1, the level of stocks at book value in November was 14 per cent higher than a year earlier; at constant prices it was 1 per cent higher.

The estimate of the value of physical increase of retailers' stocks at 1970 prices and seasonally adjusted shows little change in November following two months with fairly large increases. Over the recent period, the volume of retail sales which had been broadly unchanged in the months of the third quarter, fell back in October and recovered in November.

Notes

1 The book value of retailers' stocks in the United Kingdom at end of December 1971 was £1,886 million.

2 With the introduction of VAT, the book values are being valued exclusive of this tax. There is, therefore, a discontinuity in the series in 1973 between March and April. For the year up to March, 1974, the usual comparisons with a year earlier for the book value series have not been given. From April, 1974, the basis of valuation is comparable with that of a year earlier and the percentages changes have been re-introduced. The estimates at constant prices take account of this method of valuation, and are on a consistent basis throughout.

3 For the estimates at constant prices, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which constant price changes have been measured is likely to have been reduced in recent periods.

4 The statistics given in table 2 were introduced in an article in the issue of 28 March 1975.

5 Long-run series back to 1966 for both table 1 and table 2 were included in the article in the issue of 17 September 1976.

Inquiries: 01-215 3220.

TABLE 1 Level of retailers' stocks

Index numbers (end 1971 = 100) *and percentage increase on a year earlier* — At cost at end of month

	January	February	March	April	May	June	July	August	September	October	November	December
At book values:												
1971	89	91	94	95	95	97	95	95	98	106	110	100
1972	96	99	101	102	102	105	102	102	104	113	119	106
1973	103	107	112	112	112	117	116	118	123	134	143	132
1974	128	129	135	139	144	145	144	143	149	161	171	154
1975	148	151	158	154	159	161	160	160	170	187	201	181
1976	172	174	184	185	184	184	180	181	193	215	230	
1972	8	8	8	7	8	8	7	8	7	7	8	6
1973	8	8	10	—	—	—	—	—	—	—	—	—
1974	—	—	—	24	28	24	24	21	21	20	19	17
1975	15	17	17	11	11	11	11	12	15	16	18	18
1976	16	15	17	20	16	14	13	13	14	15	14	
At constant (1970) prices:												
1971	94	96	98	98	97	99	96	96	98	106	111	100
1972	95	97	100	100	100	102	99	99	101	108	114	101
1973	98	101	105	110	114	117	115	115	119	127	135	123
1974	118	117	120	121	122	121	119	117	119	126	132	117
1975	110	109	113	108	109	110	107	106	112	122	129	115
1976	108	109	114	113	112	112	108	108	113	124	130	
1972	1	2	2	2	3	4	3	4	2	2	3	1
1973	3	4	5	10	13	15	16	16	18	18	19	22
1974	21	16	14	9	8	3	3	1	−1	−1	−2	−5
1975	−7	−6	−6	−11	−11	−10	−10	−9	−6	−4	−2	−1
1976	−1	−1	1	5	2	2	1	1	2	2	1	

TABLE 2 Value of physical increase of retailers' stocks at 1970 prices

Seasonally adjusted — £ million

	January	February	March	April	May	June	July	August	September	October	November	December
1971	−11	3	−8	2	−12	17	−7	16	5	24	−14	7
1972	−7	9	−1	13	6	21	−16	25	−22	9	−6	−16
1973	34	25	23	106	57	42	15	21	12	3	11	33
1974	12	−50	—	33	25	−39	10	−24	−25	−4	−19	−30
1975	−19	−30	11	−76	20	−10	5	−6	39	41	15	−13
1976	−24	−10	46	−5	−25	−25	−14	5	31	52	−2	

See note 2.

Retail sales – provisional estimate for December

Volume

The provisional estimate of the seasonally adjusted index of the volume of retail sales in December is 108½ (1971 = 100). The estimate suggests a lower level of trade than in November. However sales in recent months have generally changed little and the level of sales in the fourth quarter of 1976 was close to that of the third quarter.

The average level of trade during 1976 was about the same as the annual average for 1975.

Value

Based on non-seasonally adjusted data, the value of total retail sales in December was 16 per cent higher than in December 1975. In the year 1976 as a whole, the value of sales was 15 per cent higher than in 1975.

	Retail sales: volume seasonally adjusted index (1970 = 100)		Retail sales: value not seasonally adjusted – percentage change compared with a year earlier
1975 1st quarter	111.3	1975 1st quarter	+22
2nd quarter	108.9	2nd quarter	+24
3rd quarter	105.5	3rd quarter	+18
4th quarter	105.8	4th quarter	+15
1976 1st quarter	107.3	1976 1st quarter	+15
2nd quarter	106.7	2nd quarter	+12
3rd quarter	108.7	3rd quarter	+15
4th quarter	108.4 (prov)	4th quarter	+16 (prov)
1975 September	106.1	1975 September	+18
October	104.8	October	+15
November	105.2	November	+16
December	107.0	December	+15
1976 September	108.8	1976 September	+15
October	107.3	October	+16
November	109.3	November	+17
December	108½ (prov)	December	+16 (prov)

Notes

The volume index is given to the nearest half per cent. The percent-

age increase in value compared with a year earlier is given to the nearest whole number.

A detailed note on the method of computation of the provisional estimate was published in *Trade and Industry*, 21 February 1974.

Estimates are based on early returns to the monthly inquiry. These returns now cover approaching one half, by turnover, of information available at the final stage. Past evidence suggests that the average error (ignoring sign) in the provisional estimates will be about 0.5 per cent. However, as with all estimates based on partial data, caution must be exercised in interpreting a single month's figure.

When using the volume figures, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus the relative accuracy with which volume changes have been measured is likely to have been reduced in recent periods.

The value estimates are compiled inclusive of VAT, and will, therefore, reflect changes in the rates of VAT. The volume estimates, however, are not affected by these changes since the retail price indices used to 'deflate' the value data are themselves inclusive of VAT.

The seasonally adjusted series include, where appropriate, adjustments to make allowance for the inclusion of an extra week in the January 1975 trading period. No adjustments are made to the non-seasonally adjusted data.

The provisional figures are made available by press notice in advance of this article. The final figures for December will be published in a press notice on Monday, 7 February 1977.

Inquiries: 01-215 3705.

Footwear industry: orders, deliveries and stocks

In the three months ended October 1976 deliveries were estimated to be 8 per cent higher, on a seasonally adjusted pairage basis, than in the three months ended July 1976. Net new orders remained the same as in the previous three months, while at the end of October orders on hand were 2 per cent up on the July 1976 level. The index of output in the three months ended October 1976 was 7 per cent higher than in the three months ended July 1976.

A detailed breakdown of manufacturers' deliveries by type of footwear in pairage and value terms, together with figures of exports, imports, consumers' expenditure, prices and employment is published in the Business Monitor Production series under the reference PQ 450.

The index of output is calculated from the value of total sales and work done by firms classified to the footwear industry (Minimum List Heading 450 of the Standard Industrial Classification). In using the index numbers it should be borne in mind that when price increases are large, the various problems associated with constructing a constant price value series become more acute. Because of these difficulties the relative accuracy of the estimates is likely to have been reduced in recent years.

The data on pairage and value relate to complete footwear only sold by manufacturers, classified to MLH 450 and to other industries (eg rubber) in the SIC, employing 25 or more persons.

Index of output: Orders on hand, net new orders, deliveries and stocks of complete footwear

Monthly averages or monthly totals

	Index of output 1970 = 100	Orders on hand (end period)		Net new orders			Deliveries			Stocks (end period)
		Million pairs	£ million	Million pairs		£ million	Million pairs		£ million	Million pairs
1966		33.6					16.4			
1967		37.8		16.5			16.1			
1968	113	41.6		17.3			17.0			
1969	108	34.6		15.9			16.5			
1970	100	38.9		16.6			16.2			
1971	108	32.5	55.7	15.7			16.2		23.8	19.4
1972	104	29.5	59.6	15.2		24.8	15.4		24.5	18.5
1973	108	46.2	85.2	17.1		30.5	15.7		28.4	16.5
1974	107	44.3	79.5	14.3		30.9	14.4		31.3	18.0
1975	101	38.8	91.8	13.2		36.2	13.7		35.1	15.8
	Seasonally adjusted	Actual	Actual	Actual	Seasonally adjusted	Actual	Actual	Seasonally adjusted	Actual	Actual
1975 1st quarter	106	36.2	63.2	11.9	11.0	31.3	14.6	14.6	36.7	18.3
2nd quarter	95	41.2	82.4	14.0	13.4	36.8	12.3	13.1	30.4	23.1
3rd quarter	101	33.1	70.0	11.4	13.9	33.1	14.1	13.8	37.2	17.4
4th quarter	101	38.8	91.8	15.5	14.6	43.4	13.6	13.4	36.1	15.8
1976 1st quarter	101	42.6	89.2	14.6	13.1	38.9	13.3	12.9	39.8	19.0
2nd quarter	100	46.6	108.0	12.9	13.0	40.7	11.6	12.5	34.4	20.9
3rd quarter p	107	38.6	94.0	11.1	13.5	37.9	13.8	13.3	42.6	17.2
1975 January	109	39.2	71.7	9.6	9.3	29.0	14.7	14.8	36.8	
February	110	33.8	63.2	9.4	8.9	29.1	14.8	14.7	37.6	
March	99	36.2	63.2	16.6	14.7	35.7	14.1	14.2	35.7	
April	91	40.3	75.2	17.2	13.1	43.8	13.1	12.9	31.9	
May	89	44.0	88.0	14.8	13.6	40.0	11.1	12.5	27.2	
June	105	41.2	82.4	9.9	13.5	26.5	12.8	13.9	32.1	
July	104	34.0	68.8	6.7	10.7	24.3	13.8	13.6	37.9	
August	98	33.0	67.5	11.3	15.5	30.0	12.3	13.6	31.3	
September	103	33.1	70.0	16.3	15.5	44.9	16.2	14.1	42.4	
October	102	38.5	87.2	21.8	16.2	59.9	16.4	13.6	42.8	
November	100	38.8	92.8	13.8	12.4	40.5	13.5	13.3	34.9	
December	102	38.8	91.8	10.9	15.4	29.7	11.0	13.2	30.6	
1976 January	105	38.9	88.2	13.2	13.4	33.9	13.1	13.8	37.6	
February	104	40.0	89.3	14.1	13.2	40.3	12.9	12.8	39.2	
March	94	42.6	89.2	16.5	12.8	42.5	13.9	12.1	42.6	
April	96	43.4	94.8	12.5	10.0	40.2	11.7	12.0	34.7	
May	103	48.2	108.8	16.0	15.5	47.2	11.1	13.1	33.2	
June	100	46.6	108.0	10.3	13.5	34.5	11.9	12.3	35.4	
July p	103	42.6	95.0	8.4	13.7	25.8	12.4	12.7	38.7	
August p	105	39.8	92.1	9.2	11.9	35.3	12.0	12.5	38.3	
September p	114	38.6	94.0	15.7	14.9	52.7	17.0	14.8	50.8	
October p	109	43.4	111.5	19.9	16.0	63.1	15.1	13.7*	45.6	

p = Provisional.

* Based on early returns, seasonally adjusted deliveries in November are estimated to be 12½ million pairs.

Inquiries: 01-212 0494.

Index numbers for the combined engineering industries (SIC orders VII, VIII and IX) (a)

Volume index numbers: Orders-on-hand. December 1970 unadjusted = 100 Net new orders and sales, 1970 average monthly sales = 100

	Total			Home			Export		
	Orders-on-hand (end of period)	Net new orders	Sales	Orders-on-hand (end of period)	Net new orders	Sales	Orders-on-hand (end of period)	Net new orders	Sales
Trend estimates									
1974 July	137	110	113	132	108	112	147	114	116
August	136	107	113	131	106	112	146	108	117
September	134	103	113	129	103	112	144	104	117
October	133	100	113	128	99	111	142	101	118
November	130	96	113	125	95	111	140	99	118
December	128	93	113	123	92	111	137	96	118
1975 January	125	92	113	120	91	110	135	95	118
February	122	91	112	117	90	110	132	94	117
March	119	92	111	114	90	109	129	95	117
April	117	92	110	112	90	107	127	97	116
May	115	92	109	109	89	106	125	100	116
June	112	92	108	107	88	104	123	102	115
July	110	91	107	105	86	104	122	103	115
August	108	90	106	102	85	103	120	101	114
September	106	88	105	99	84	102	118	99	113
October	103	87	104	96	83	101	116	96	112
November	101	86	103	94	83	100	114	95	112
December	99	87	103	92	84	99	112	94	112
1976 January	97	88	103	90	86	98	110	95	114
February	95	90	104	89	88	98	107	96	116
March	93	93	104	87	90	99	105	100	117
April	92	95	105	86	91	100	104	106	118
May	91	97	105	85	91	100	103	114	119
June	90	100	105	84	91	100	104	121	118
July	90	103	105	83	93	100	105	127	117
August	90	105	105	82	94	100	107	131	117
September	90	107	105	81	96	100	108	134	116
October	90	109	105	81	98	100	110	137	116
Percentage change (b)									
July-October 1976	+0.5	+6.5	—	−2.0	+6.0	+0.5	+4.0	+8.0	−1.0
Seasonally adjusted									
1969	101	100	97	102	99	99	100	102	91
1970	100	99	100	100	99	100	100	100	100
1971	93	97	101	95	98	101	89	93	102
1972	99	103	101	103	108	105	90	91	92
1973	133	134	113	134	136	117	131	131	102
1974	128	109	111	123	105	111	139	118	113
1975	99	90	108	91	87	105	113	98	115
1974 1st quarter	136	117	108	133	109	110	142	135	105
2nd quarter	138	117	112	133	112	111	148	128	113
3rd quarter	134	106	114	130	106	112	144	105	117
4th quarter	128	97	112	123	94	110	139	104	117
1975 1st quarter	119	89	112	114	89	110	128	89	118
2nd quarter	113	95	109	108	92	106	124	102	115
3rd quarter	106	90	107	100	86	103	118	101	114
4th quarter	99	85	103	91	80	100	113	98	112
1976 1st quarter	94	92	103	88	90	98	106	96	116
2nd quarter	90	96	106	84	91	101	102	107	119
3rd quarter	91	107	105	82	96	100	108	134	117
1975 January	124	86	114	119	85	112	135	88	119
February	122	97	113	117	98	111	132	95	118
March	119	85	110	114	85	108	128	85	117
April	116	94	112	111	94	111	126	95	115
May	115	100	107	110	94	104	126	114	115
June	113	90	106	108	86	103	124	98	115
July	109	84	109	104	77	105	121	99	120
August	108	93	102	102	84	99	121	115	110
September	106	94	109	100	96	107	118	88	113
October	103	84	107	96	79	104	116	96	112
November	101	85	103	94	83	98	113	89	114
December	99	87	100	91	77	96	113	110	110
1976 January	96	84	102	89	84	98	109	82	114
February	95	95	101	89	94	96	108	97	113
March	94	97	106	88	92	100	106	109	120
April	92	94	108	86	91	103	104	100	120
May	90	94	107	85	89	102	102	104	120
June	90	100	103	84	92	97	102	117	116
July	90	105	103	82	84	96	106	155	119
August	90	103	104	81	94	100	108	124	113
September	91	114	109	82	110	105	108	123	118
October	91	105	104	81	92	98	111	138	117
May-July 76 (av.)	90	99	104	82	88	98	106	125	118
Aug-Oct. 76 (av.)	91	107	105	81	99	101	111	128	116
Percentage change (b)	+1.0	+8.0	+1.0	−1.5	+11.5	+3.0	+4.5	+2.5	−2.0

(a) All figures are provisional.

(b) For orders on hand, the percentage changes compare the level at the end of the latest period shown with the corresponding level for the earlier period. The percentage changes have been based on the unrounded values and are given to the nearest half percentage point.

Engineering sales and orders (SIC VII, VIII and IX) up to October

The most recent provisional trend estimates and seasonally adjusted volume index numbers of engineering sales and orders indicate that the inflow of new orders has continued to improve, the recovery in export orders being stronger than that in home orders. As a result export order books have begun to lengthen, and this has more than offset the continuing, but very slight, decline in home order books to produce a small increase in total orders outstanding. The improvement in new orders during the last 10 months has not yet had an effect on sales, which have shown little change recently and remain at a level only slightly above the trough which occurred at the beginning of 1976.

The trend of new home orders continued on the upward course experienced since the beginning of the year, rising by 6 per cent between July and October. Sales remained very flat, but they are still at a level slightly higher than the inflow of new orders, and so the trend of orders outstanding continued to decline. However, the level at the end of October was only 2 per cent below that at the end of July, which represents a further slowing in the rate of decline.

The inflow of new export orders also continued to improve, although the rate of increase was not so rapid as in previous months when several exceptionally large contracts for electrical engineering goods were received from overseas. The increase in the trend during the three months to October was 8 per cent. Export sales decreased by 1 per cent over the same period, but this temporary decline should be reversed in the next few months as the orders received are completed and delivered. As a result of the continuing high inflow of new orders, the improvement in export order books strengthened slightly, with a further increase in trend between July and October of 4 per cent.

The combined effect of the inflow of new home and export orders produced an increase of 6½ per cent in the trend of total net new orders. The inflow has been at a higher level than total sales during the three months to October, which have remained flat for six months following a slight improvement from the trough at the end of 1975. Consequently total orders on hand for the engineering sector as a whole has just begun to edge upwards, and the trend at the end of October was 0.5 per cent above that at the end of July.

The revised figures published in this table are based on the Monthly Engineering Inquiry relating to October 1976. The response rate of 79 per cent to the inquiry for October is judged sufficient to justify publication of provisional indices for this month. Taking into account late returns now received for July, August and September response rates for these months were 92, 92 and 90 per cent, respectively.

When using the volume index numbers and trends shown in the accompanying table, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the values of engineering sales and orders to constant prices become more acute. Because of these difficulties the relative accuracy of the volume estimates is likely to have been reduced in recent months and studies are currently in hand to ascertain the possible directions and magnitudes of any biasses, which may lead to revisions in due course.

An expanded commentary, together with additional tables, is given in Business Monitor PM 33-36, Engineering (volume indices of sales and orders), obtainable from HMSO, PO Box 569, London SE1 9NH, post free for a subscription of £2.22 per annum. Separate commentaries and volume indices are given for sales, orders-on-hand and net new orders for total, home and export markets, for mechanical, instrument and electrical engineering (SIC Orders VII, VIII and IX, respectively).

Inquiries: Department of Industry, Room 618, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG (tel. 01-212 5770).

Employers
There's still time to apply for these two subsidies

YOUTH EMPLOYMENT SUBSIDY

For each unemployed young person you take on full-time you can qualify for £10 a week.

This subsidy is available to all employers in the private sector of industry and commerce, as well as the nationalised industries, throughout Great Britain. It is payable during the first 26 weeks of employment.

The unemployed young people you recruit must have been under twenty years on 1 October 1976 and have been registered as unemployed for a continuous period of at least 6 months. They must be offered normal full-time employment to fill a genuine vacancy, and must start work on or before 31 March 1977.

For a leaflet and application forms, contact your local Careers Office, Employment Office or Jobcentre.

Closing date for applications 31 March 1977

TEMPORARY EMPLOYMENT SUBSIDY

Closing date for applications has now been extended to 30 April 1977.

Employers in the *private* sector of industry and commerce throughout Great Britain, who are prepared to defer impending redundancies affecting *ten or more full-time workers* in an establishment, can qualify for a subsidy of £20 a week for each job maintained. This subsidy may be paid for a maximum of 12 months.

You can obtain a leaflet with full details of the scheme from any Department of Employment Regional Office or your local Unemployment Benefit Office, Employment Office or Jobcentre.

ISSUED BY THE DEPARTMENT OF EMPLOYMENT DE

ENCIRCLE TI 351 ON PAGE 215 FOR FURTHER INFORMATION

Wholesale price indices in December

Output prices

The provisional price index for the home sales of manufactured products increased by 1¼ per cent in December to 237.3 (1970 = 100).

The index for manufactured products other than food, drink and tobacco was 1¼ per cent higher. This index rose by 4¾ per cent in the last quarter of 1976 following increases of 3½ and 4¼ per cent in the second and third quarters, respectively, and is the largest quarterly rise since the first quarter of 1975.

Most of the price indices for individual sectors of industry rose by less than 1 per cent in December but there were a few exceptions to the general pattern.

The largest increase, of 2¼ per cent, which was in the index for instrument engineering was largely due to higher prices for scientific and industrial instruments. Price rises for paper and board made the most significant contribution to the increase of 2 per cent in the index for the paper industries. For both of the above sectors the December increase in the index accounted for over half the total increase in the index in the last quarter of 1976.

Further price rises for miscellaneous building materials and new increases for bricks were largely responsible for the increase of 2 per cent in the index for the bricks and cement industries.

The largest increases in the last quarter of the year, of 6¼ per cent, were recorded by the steel industries and the metal goods industries. Price increases during November for passenger cars and commercial and public service vehicles were largely responsible for an increase of 6 per cent in the vehicles industry index in the final quarter of the year.

The index for clothing and footwear showed the lowest quarterly rise, of 2¾ per cent. This index has risen by 7 per cent in the second half of the year and only 13 per cent in the year.

The rate of inflation of the prices of manufactured food continued to moderate in December. The index rose by 1¾ per cent last month contributing to an increase of 6 per cent in the last quarter of 1976. Renewed price rises for tea and coffee made the most significant contribution to the increase in December.

The change in the index for all manufactured products measured over a 12-month period was 17¾ per cent in December, the same as in November, after increasing for four successive months.

Input prices

The provisional price index for materials and fuel purchased by manufacturing industry fell by ¼ per cent to 330.7. This is the first decrease in this index since February 1975.

Further information

Correspondence about wholesale price index numbers should be addressed to Statistics Division 4, Room 610, Sanctuary Buildings, Great Smith Street, London SW1P 3DB. Telephone inquiries for price index numbers should be made to 01-215 3544 (Tables 1 and 2 indices), 3549 (engineering), 5216 (chemicals, steel, building materials, etc.), 3548 (textiles, clothing, timber, paper, etc.), 3173 (imported commodities).

The index for materials purchased by manufacturing industry other than the food, drink and tobacco industries fell by 1¼ per cent in December, the largest fall since August 1970. Lower prices for many imported materials, particularly crude oil, reflected the improved exchange rate of sterling against major foreign currencies in December. This index has risen by 6¾ per cent in the four months September to December during which the exchange rate has been unstable.

The price indices of materials and fuel purchased by most individual sectors of industry showed little change in December, lower prices for imported commodities offsetting price increases for home produced materials and liquid fuel.

The largest change, an increase of 1¾ per cent, was recorded by the index for the timber industries. Further price rises for imported softwood and plywood were again largely responsible.

The index has risen in 1976 by 41 per cent, the largest increase last year in the price of materials and fuel purchased by an individual sector of industry.

The higher prices for imported softwood and plywood also made the most significant contribution to increases of 1 per cent in each of the indices for construction materials and housebuilding materials in December.

Lower prices for wool and cotton, following steady increases throughout 1976, were responsible for the fall of 1 per cent in the index for the textiles industries. Price falls for many imported metals, particularly copper and copper scrap were responsible for a similar fall of 1 per cent in the index for the non-ferrous metals industry.

The rise of 1¼ per cent in the index for *materials* purchased by the food manufacturing industries was due to higher prices for both home-produced and imported materials. Price rises for home-landed fish and home-produced meat and imported coffee and cereals made the most significant contribution and were partly offset by lower prices for certain imported foods particularly peas and beans. This index has risen by 9¾ per cent in the last quarter of 1976 following a rise of 8 per cent in the previous quarter.

Notes on wholesale price indices

1 Detailed notes on index numbers of wholesale prices were last shown in *Trade and Industry* of 9 April 1976.

2 The index numbers are constructed on a net sector basis. This is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between the sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

3 All the index numbers are compiled exclusive of value added tax and (before its abolition) of purchase tax. Revenue duties (on cigarettes and manufactured tobacco, alcoholic liquor, matches and mechanical lighters) are included. The duty on hydrocarbon oils is excluded from output price series that cover these products (unless specifically noted to the contrary) but is included in series for materials and fuel purchased by sectors of industry.

4 Firm and provisional indices, at all levels of aggregation, include imputation for items for which there is no current price information. Additional provisional figures will be published for those indices where there are insufficient returns to allow accurate imputation.

5 Revisions to firm index numbers will only be made if they are significant. These revisions will be notified when the series are next published.

TABLE 1 Price index numbers of materials purchased

1970 = 100

1968 SIC		1975	1976												
		4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr	Dec	May	Jun	Jul	Aug	Sep	Oct	Nov p	Dec p
Orders III to XIX	Materials and fuel purchased by manufacturing industry:	256.1	266.5	292.6	306.8	330.1	259.5	292.0	299.6	302.0	304.0	314.4	327 7	331.8	330.7
	Materials†	261.4	272.5	299.2	314.6	339.9	265.0	298.5	306.8	309.3	311.5	323.0	337.6	341.8	340.3
	Coal (except for carbonising), gas and electricity	205.5	210.1	230.6	232.0	236.2	205.8	230.6	230.9	232.0	232.0	232.0	233.3	236.6	238.8
Orders IV to XIX	Materials and fuel purchased by manufacturing industry, other than food, drink and tobacco manufacturing industries	269.7	280.3	313.5	328.3	348.6	272.2	313.1	322.1	324.6	325.9	334.3	348.3	350.7	346.9
	Materials†	278.9	290.3	325.3	342.0	364.6	281.7	324.8	335.1	337.9	339.3	348.9	364.6	366.9	362.2
Order III	Materials and fuel purchased by the food, drink and tobacco manufacturing industries	224.8	235.4	246.8	257.3	283.0	230.8	246.0	249.1	251.4	255.0	265.6	274.4	284.9	289.8
	Materials and fuels purchased by selected broad sectors of industry														
211 to 22 9	Food manufacturing industries	227.0	237.0	246.5	258.2	288.9	232.3	245.4	249.6	251.7	253.9	268.9	281.4	290.3	295.1
	Materials†	227.3	237.3	246.5	258.3	289.7	232.5	245.3	249.6	251.7	253.8	269.5	282.3	291.0	295.9
	Fuel	217.8	230.9	248.0	254.0	268.2	227.5	248.6	248.7	251.7	255.1	255.1	256.7	271.8	276.0
211 to 229 (excluding MLH 219)	Food manufacturing industries (excluding animal and poultry foods)	225.6	235.8	243.3	254.3	285.1	231.3	242.1	245.8	247.5	250.2	265.1	277.3	286.8	291.3
Order V	Chemicals and allied industries	250.8	258.7	276.5	289.4	310.4	254.7	276.3	280.9	286.0	288.2	295.1	306.4	312.5	312.4
311 to 312	Steel industries	237.3	247.0	281.6	291.3	297.2	240.0	282.3	283.6	287.3	292.4	294.3	296.8 p	298.0	296.9
321 to 323	Non-ferrous metals industry	149.1	157.3	189.3	202.0	205.4	150.2	189.7	194.9	203.3	200.2	202.6	203.6	207.4	205.1
Order VII (excluding MLH 342)	Mechanical engineering industries	217.2	226.6	245.1	260.6	274.3	219.5	245.3	249.4	257.7	260.9	263.2	271.9	275.0	276.1
Order IX	Electrical engineering industries	187.0	196.4	218.5	231.4	237.9	188.5	218.5	224.1	230.2	231.4	232.7	236.2	238.5	239.0
Order X	Shipbuilding and marine engineering industries	213.8	222.3	238.5	253.0	265.5	215.6	239.0	241.5	249.8	253.7	255.6	263.3	266.3	267.0
Order XII	Metal goods industries	227.3	234.4	258.3	272.3	291.4	229.1	258.1	263.3	269.3	272.0	275.5	287.7	293.2	293.2
Order XIII	Textile industries	214.9	232.4	255.9	275.1	298.7	221.0	255.0	264.3	270.3	273.5	281.4	296.9	301.2	297.9
Order XV	Clothing and footwear industries	189.4	197.4	209.1	219.1	230.8	190.9	209.1	212.6	216.4	218.1	222.9	228.1	231.8	232.4
461, 464 and 469	Bricks, cement, etc., industries	231.7	245.1	259.0	271.1	281.2	236.5	258.9	262.9	267.7	271.8	273.9	276.6	282.7	284.4
462 and 463	Pottery and glass industries	226.3	237.8	248.5	259.6	274.2	231.7	248.7	250.5	256.0	259.8	262.9	267.1	276.3	279.3
Order XVII	Timber industries	220.2	235.2	259.7	285.9	307.4	222.4	259.7	271.8	279.0	287.3	291.3	300.5	308.2	313.5
481 to 484	Paper industries	248.9	253.5	273.7	286.4	304.4	251.6	275.0	279.1	281.8	284.2	292.1	302.6	306.4	304.3
Order XX	Construction materials	215.4	227.2	242.5	258.2	271.4	217.6	243.4	248.4	253.9	259.3	261.4	267.8	271.8	274.5
Part of Order XX	House building materials	217.2	229.2	244.7	261.6	276.4	219.0	245.9	250.9	256.9	262.7	265.2	272.6	276.8	279.8

† Includes crude oil and coal for carbonising.

TABLE 1(a) Price index numbers of materials and fuel purchased by selected sectors of industry

1970 = 100

1968 SIC		1975	1976				1975	1976							
		4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr p	Dec	May	Jun	Jul	Aug	Sep	Oct	Nov p	Dec p
361	Electrical machinery industry	201.5	211.5	230.9	245.2	256.1	203.2	230.7	236.0	242.8	245.6	247.3	253.9	256.7	257.6
362	Insulated wires and cables industry	143.4	152.1	179.3	191.4	187.0	143.7	179.2	186.6	193.4	191.5	189.4	187.3	187.4	186.2
364	Radio and electronic components industry	201.8	209.7	224.6	237.1	248.3	203.7	224.9	228.8	233.9	237.3	240.2	245.2	249.2	250.6
368	Domestic appliances industry	195.8	205.3	222.3	234.4	245.9	197.4	222.0	227.4	231.7	234.4	237.1	243.4	246.4	248.0
369	Electrical goods industries n.e.s.	192.6	200.7	219.6	231.6	240.8	193.9	219.8	224.4	229.5	231.3	233.9	238.7	241.3	242.3
381	Motor vehicle industry	219.1	229.6	247.4	261.7	276.1	221.3	247.5	252.9	257.7	261.8	265.6	273.3	276.9	278.1
411	Man-made fibres industry	221.7	231.1	248.1	259.0	276.4	223.7	247.5	252.5	254.3	258.1	264.5	274.5	277.4	277.4
414	Woollen and worsted industry	230.8	255.2	282.9	302.2	338.3	242.4	282.7	291.3	293.1	299.7	313.8	337.9	340.5	336.4
422/1	Household textiles and handkerchiefs industry	198.6	210.1	224.2	243.3	256.6	202.0	223.8	232.6	238.6	242.3	248.9	254.3	257.7	257.9
450	Footwear industry	189.1	198.3	214.7	222.9	231.5	191.3	213.9	218.3	220.1	222.0	226.6	229.7	232.0	232.9
481	Paper and board making industry	258.2	262.8	288.5	299.3	318.6	261.3	290.8	295.9	295.5	297.7	304.7	317.1	320.1	318.7

p = provisional

TABLE 2 Price index numbers of output (home sales)

1970 = 100

1968 SIC		1975	1976				1975	1976							
		4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr p	Dec	May	Jun	Jul	Aug	Sep	Oct	Nov p	Dec p
Order III to XIX	Output of manufactured products	199.1	206.9	214.4	223.2	233.9	201.5	214.8	217.0	219.8	223.4	226.3	230.0	234.4	237.3
Orders IV to XIX	Products of manufacturing industry other than food, drink and tobacco manufacturing industries	205.4	214.5	222.0	230.8	241.2	207.8	222.4	224.2	227.5	231.4	233.6	237.0	241.9	244.8
	Output of selected broad sectors of industry														
211 to 229	Food manufacturing industries	208.0	215.2	222.2	233.8	252.1	211.6	222.4	224.8	227.9	232.8	240.7	248.4	252.5	255.4
211 to 229 (excluding MLH 219)	Food manufacturing industries (excluding animal and poultry foods)	208.2	215.5	220.5	230.2	247.3	211.8	220.5	222.3	224.4	228.9	237.2	244.1	247.5	250.3
Order V	Chemicals and allied industries	198.2	206.5	213.7	221.0	228.7	199.7	213.8	216.0	218.4	221.3	223.4	226.1	228.6	231.3
Order VI	Metal manufacturing	209.5	217.7	240.6	259.1	271.8	210.9	240.5	246.8	256.8	259.6	261.3	269.9	272.3	273.1
311 and 312	Steel industries	231.0	237.3	260.3	281.8	300.2	232.2	259.3	266.4	278.4	283.3	283.8	298.1	301.2	301.3
Orders VII to XII	Engineering and allied industries	201.8	209.9	217.7	226.6	236.6	203.0	218.3	220.2	223.2	227.1	229.4	232.8	237.2	239.7
Order VII (excluding MLH 342)	Mechanical engineering	209.3	218.6	226.1	235.4	244.5	210.8	226.5	228.4	233.0	235.1	238.0	241.8	244.7	247.0
Order VIII	Instrument engineering	176.2	184.9	190.9	196.7	204.3	177.6	190.8	191.5	193.7	197.0	199.4	201.0	203.7	208.1
Order IX	Electrical engineering	183.6	191.5	197.6	203.8	212.3	184.9	197.4	199.9	201.7	203.8	206.0	210.3 p	212.7	214.0
Order XI	Vehicles	219.9	227.7	236.8	247.6	260.6	220.6	238.3	240.0	241.7	249.4	251.7	253.0	262.1	266.6
Order XII	Metal goods industries n.e.s.	207.8	215.7	227.1	238.3	253.7	209.6	227.4	230.4	235.4	238.4	241.2	249.6	255.1	256.5
Order XIII	Textile industries	185.1	193.0	201.1	209.6	219.5	186.6	201.5	204.1	207.2	209.3	212.2	217.2	220.0	221.4
Order XV	Clothing and footwear	170.7	176.6	180.3	186.4	193.3	171.7	180.4	181.3	184.3	185.8	189.0	192.2	193.5	194.1
441 to 445 and 449	Made-up clothing	167.1	172.6	175.9	180.2	188.3	167.7	176.2	176.3	178.3	179.3	183.0	187.1	188.6	189.3
461, 464 and 469	Bricks, cement, etc, industries	218.8	231.5	243.1	254.3	265.5	221.1	245.2	246.6	250.6	255.0	257.2	261.2	265.1	270.1
462 and 463	Pottery and glass industries	210.2	215.4	223.2	230.2	241.7	211.6	223.4	225.0	227.6	230.5	232.6	239.7	242.2	243.1
Order XVII	Timber industries	210.9	218.7	225.5	235.7	247.8	211.7	225.6	228.1	231.2	236.5	239.3	244.0	247.8	251.5
481 to 484	Paper industries	233.8	235.4	242.4	254.6	266.1	234.7	243.1	244.6	248.8	254.1	260.9	262.2	265.3	270.7
Order XX	New construction‡	236	238	246	263				246			263			

‡ Index of building costs relate to average for the quarter (*Department of Environment*).

'Economic Progress Report' for January

The January issue of the Treasury Information Division's *Economic Progress Report*, now published, focuses attention on the measures announced by the Chancellor of the Exchequer on 15 December to restore stability and confidence in the economy.

The leading article sets out the measures in their context as part of a medium-term programme for national recovery with the aim of achieving, by the 1980s, an economy fully restored to balance, high levels of output, employment and real wages, and a vigorous, profitable and expanding industry. Cuts in public expenditure programmes are necessary to make room for growth of net exports and productive investment. Taking effect over a two-year period, the measures will reduce the public sector borrowing requirement (PSBR) both in money terms and as a proportion of gross domestic product (GDP).

The stand-by of SDR 3,360 million ($3,900 million) from the International Monetary Fund (IMF) has been arranged to support the government's policies, to repay external debt and to maintain orderly conditions in the sterling exchange markets.

Domestic credit expansion

The government's monetary objectives are now expressed in terms of domestic credit expansion (DCE) rather than money supply. An article in this issue explains why DCE is a more appropriate measure when a major aim of policy is an improvement in the balance of payments position.

The economic prospect

The economic forecasts, which formed the background to the measures announced by the chancellor, are set out in an article on pages 4 and 5. By publishing these forecasts the Treasury has complied with the Industry Act 1975, which requires the Treasury to publish forecasts and to indicate, where possible, the margins of error attaching to them. A separate note looks at the margins of error in the forecasts and shows how far recent forecasts have been falsified by events.

Monthly economic assessment

The Treasury's monthly economic assessment (pages 6-7) shows that the latest indicators confirm there has been no significant change in output and no switch of resources into the trade balance since the spring. Retail sales and imports may both have received a stimulus from precautionary pre-measures buying. The rapid rise in money supply (M 3) was checked in November.

Economic indicators

The 12 charts on the back page give a broad view of the movements of some of the main economic indicators in the economy since 1974; a table containing the most recent figures is included.

TABLE (3a) Commodities produced in the United Kingdom (as published monthly)

1970 = 100

1968 SIC		1975	1976			
		Dec.	Sept.	Oct.	Nov. p	Dec. p
101	Coal	306.9	350.4	356.2	356.1	356.1
102/1	Coated limestone roadstone	264.0	322.4	323.1	329.6	347.0
	Aggregates for concrete	196.3	218.7	220.0	220.6	226.0
103	Sand and gravel – ex pit or works	197.3	245.7	251.0	254.8	254.8
240	Tobacco	155.8	168.9	169.1	173.1	175.1
261	Foundry coke	348.5	404.2	404.2	404.2	404.2
262	Motor spirit, two star including duty)ø	182.5	209.5	210.4	220.2	221.1
	Medium fuel oil (950 secs – including duty)ø	343.7	374.6	378.1	433.2	446.6
	Derv fuel (including duty)ø	166.7	196.9	197.7	208.7	211.4
263	Lubricating oils and greases	205.0	259.0	255.5	256.8	256.8
271	General chemicals	216.2	255.6	259.4	263.9	265.7
271/1	Inorganic chemicals	218.6	243.4	251.0	253.7	254.3
271/2	Organic chemicals	233.9	286.5	289.3	294.3	296.4
272/1	Phamaceutical chemicals	195.6	211.0	213.3	218.8	227.0
272/2	Pharmaceutical preparations	175.2	200.1	202.1	203.1	205.1
273	Toilet preparations	174.7	193.5	195.2	197.9	200.7
274	Paint	212.4	226.1	227.0	227.1	229.2
276/1	Synthetic resins and plastics materials	189.0	220.0	223.4	225.9	228.9
	Polyolefin moulding materials	202.1	240.1	243.9	246.6	249.2
	Polyvinyl chlorides	202.7	247.0	257.3	261.7	266.4
279/3	Explosives, fireworks, etc	237.5	248.7	266.0	268.2	270.7
311/2	Uncoated steel sheets (other than stainless and electrical sheets)	201.9	276.0	298.1	299.7	299.7
	Tinplate	217.6	271.9	271.9	274.0	274.0
	Finished steel (other than sheets, tinplates, forgings and castings)	239.4	286.5	304.2	306.4	306.4
	Steel plates (non-alloy)	254.0	284.6	302.3	303.5	303.5
	Steel sheet piling	241.4	309.9	309.9	309.9	309.9
	Heavy steel bars and sections	241.7	298.5	298.5	298.5	298.5
	Light re-rolled bars and sections	236.1	297.9	331.3	333.6	333.6
	Finished stainless steels	184.3	222.2	229.7	232.0	232.0
	Steel castings	226.0	252.7	268.2	271.1	271.1
	Forgings (other than drop forgings)	281.1	359.8	366.4	377.2	377.2
312	Steel tubes – other than electric conduit tubes	250.8	302.4	302.4	311.8	312.2
313/3 and 313/4	Iron castings	248.8	283.9	284.8	285.0	290.1
313/4	Cast and spun iron pipes and fittings	252.9	308.4	308.4	308.4	308.4
321	Wrought aluminium	183.1	245.5	249.1	253.8	256.6
	Aluminium: Rolled	173.2	245.0	248.7	255.0	257.4
	Extruded and drawn aluminium products – other than wire	180.2	254.8	258.7	265.2	267.6
	Aluminium: Castings	201.5	246.7	251.5	254.3	257.4
	Aluminium: Forgings	179.8	224.1	224.1	224.1	231.0
322	Brass ingots	119.2	165.9	162.8	164.0	164.0
331	Agricultural machinery	220.5	240.7	246.1	250.1	253.5
331/1	Soil preparation and cultivating machinery	221.6	245.5 r	253.0	260.0	261.9 e
331/3	Harvesting, threshing, feed processing machinery, etc.	227.4	244.5	248.7	252.1	255.7 e
	Pick-up balers	232.3	273.0	279.4	279.4	279.4 e
	Hay and silage making machinery	187.5	196.0	198.2	212.0	218.6 e
	Grinding mills and meal mixers	213.8	239.2	241.1	247.2	262.4 e
331/5	Milking machines	200.8	233.2	233.2	236.9	238.1 e
	Other agricultural machinery (spraying machinery, general purpose elevators and conveyors, etc.)	203.5	230.9	244.0	246.5	253.8 e
332	Metal-working machine tools	231.0	259.4 p	261.2 p	265.5	265.9 e
332/1	Metal cutting machine tools	234.3	261.6 p	264.0 p	267.1	267.4 e
332/2	Metal forming machine tools	225.8	255.8	256.2 p	256.1	256.1 e
333	Pumps, valves, compressors, fluid power equipment	213.3	231.6	234.4 p	237.3	238.9
333/1	Pumps	199.9	218.5	222.0 p	222.2	222.9
	Kerbside petrol and oil measuring pumps	186.7	207.6	208.4	208.4	208.4 e
	Industrial pumps	200.8	219.1	222.9 p	223.1	223.8 e
	Centrifugal, turbine and axial flow pumps	202.3	223.5	226.9 p	227.2	228.4 e
333/2	Industrial valves	243.5	258.3	259.1	263.8	265.4 e
	Iron valves	237.1	262.5	262.8	268.7	270.9 e
	Steel valves	269.2	268.7	269.2	270.0	272.0 e
	Non-ferrous valves	216.1	241.1	242.6	251.3	251.9 e
333/3	Air and gas compressors	209.9	233.7	242.8	243.9	245.1 e
333/4	Oil/hydraulic fluid power equipment	195.3	215.0	216.7	221.3	225.8 e
333/5	Pneumatic fluid power and control equipment	171.4	191.9	193.5	193.5	193.5 e
334	Stationary internal combustion engines and steam turbines	199.5	232.5	235.6	247.3	248.6
336	Construction and earth-moving equipment	207.8	246.3	249.1	251.9	253.5
336/1	Contractors' plant and parts	206.7	245.5	247.9	250.9	253.0 e
	Excavators, trenchers, diggers, etc	213.2	272.7	275.5	275.5	277.2 e
	Concrete mixers	215.3	238.2	239.8	239.8	239.8 e
	Dumpers	215.1	235.4	235.4	237.0	240.5 e
	Crawler tractors	191.3	219.3	224.2	233.0	234.8 e
336/2	Crushing and screening plant and parts	222.1	249.1	257.0	257.0	260.8 e
337	Mechanical handling equipment	205.6	229.3	232.4	233.4	237.2
337/2	Cranes	202.5	229.7	234.7	234.7	234.7
337/4	Lifting and winding devices	204.3	232.4	240.6	241.3	241.3
337/5	Powered industrial trucks and tractors	218.0	242.2	243.6	246.6	255.2
339/1	Mining machinery	188.1	210.8	213.3	213.5	216.4 e
339/3	Commercial and industrial refrigeration machinery	205.2	228.4	228.9	250.3	252.1
339/5	Scales and weighing machinery	229.4	253.4	253.4	253.4	253.4 e
339/6	Portable power tools	186.0	218.8	221.2	221.7	222.7 e
339/7	Food and drink processing machinery	197.2	228.4	231.3	237.3	238.1
339/8	Bottle washing, bottling, packaging, labelling and canning machinery	201.5	223.1	230.9	231.6	232.6
339/9	Miscellaneous machinery	206.0	229.2	236.7 p	238.9	241.3 e
352	Clocks, watches and time recorders	192.6	217.5	219.3	219.3	220.5

TABLE (3a) *(continued)*

1968 SIC		1975	1976			
		Dec.	Sept.	Oct	Nov. p	Dec. p
354	Scientific and industrial instruments and systems	178.6	199.4 p	200.9 p	203.6	208.6 e
354/1	Microscopes	173.6	193.9	193.9	193.9	193.9 e
354/2	Process measuring and control instruments	182.3	207.0 p	207.9 p	213.9	224.5 e
	Analytical instruments	169.0	186.6 p	188.2	188.3	188.7 e
	Spectrophotometers and absorptiometers	145.7	156.0	157.5	157.5	157.5 e
	Electrical testing, measuring and control instruments	176.5	190.9	192.7	192.7	198.7 e
365	Broadcast receiving and sound reproduction equipment	144.5	148.5	154.5	155.4	157.3 e
365/1	Gramophone records and pre-recorded tapes	177.0	189.3	195.8	196.9	197.0 e
	Gramophone records	182.6	194.6	202.0	203.3	203.5 e
	Pre-recorded tapes – cassettes	180.2	195.0	199.3	199.7	199.7 e
	Pre-recorded tapes – cartridges	153.4	168.0	169.9	170.1	170.1 e
365/2	Other broadcast receiving and sound reproduction equipment	140.9	144.0	149.9	150.9	153.0 e
	Domestic television receivers – colour†	129.9	133.7	139.1	139.1	140.1 e
	Domestic television receivers – monochrome†	145.9	149.3	156.3	156.3	159.5 e
	Domestic television receivers†	142.3	145.9	152.5	152.5	155.2 e
	Record players and tape recorders	139.0	141.4	147.5	149.2	149.7 e
368	Domestic electrical appliances	168.5	184.3	190.1	194.0	194.6
368/1	Domestic electrical cooking appliances	170.0	186.9	198.2	201.2	202.0 e
	Electric cookers	165.0	183.8	195.5	199.5	200.4 e
368/3	Domestic electrical heating appliances	181.6	203.1	205.2	207.3	208.9 e
	Electric fires	170.6	197.4	197.4	200.6	202.4 e
	Water heaters, wash boilers, etc.	226.8	248.6	263.2	263.2	263.9 e
	Electric storage heaters and other space heating apparatus	177.2	196.9	196.9	199.4	201.6 e
368/4	Electric vacuum cleaners and polishers	172.6	194.8	196.1	206.4	206.4 e
	Domestic electric flat irons	205.2	206.8	218.3	225.1	225.6 e
368/6	Domestic refrigerators, gas and electric	164.9	174.7	181.7	181.9	182.4 e
	Domestic electric refrigerators	170.3	177.9	187.6	188.0	188.7 e
369/2 and 369/3	Batteries and accumulators	200.0	238.2	248.2	248.2	248.2 e
369/4	Electric lamps and fluorescent tubes	174.3	193.4	199.1	203.0	203.9 e
369/5	Installation materials, domestic	184.5	216.2	225.1	228.4	228.4
380	Wheeled tractors	255.4	303.2	304.6	312.8	315.2
381/1	Passenger cars	213.4	243.6	243.7	254.5	258.0 e
381/1	Passenger cars‡	194.6	222.1	222.2	232.1	235.2 e
381/2	Commercial and public service vehicles	232.4	265.9 r	266.7	278.5	280.9 e
	Commercial vehicles not exceeding 1½ tons gross vehicle weight	234.3	268.2 r	268.2	280.3	282.7 e
	Commercial vehicles and chassis over 1½ tons gross vehicle weight	231.4	265.3	267.0	276.9	280.4 e
381/3	Public service vehicles	235.2	264.0	265.4	272.2	272.3 e
390	Engineers' cutting tools	182.2	203.7	212.4	215.9	219.1
	Engineers' cutting tools: diamond	155.7	171.2	171.4	172.1	173.0
	Engineers' cutting tools and parts: non-diamond	184.9	205.3	215.2	218.3	221.9
	Hacksaw blades	171.6	218.6	218.6	230.8	231.9
391	Hand tools and implements	218.6	261.8	262.1	264.8	266.8
392	Cutlery and tableware	197.8	231.1	231.6	236.8	239.7
399/1	Metal furniture, office and works equipment	190.4	212.8	215.5	223.1	225.8
	Metal non-domestic furniture	198.5	223.1	225.2	233.0	236.8 e
	Metal chairs	178.1	192.7	196.3	196.3	199.1 e
	Metal cabinets	194.7	214.0	214.0	218.3	223.7 e
399/2	Metal windows and curtain walling	297.0	367.0	367.3	369.9	370.2
399/9	Domestic gas appliances	163.1	190.7	190.7	190.7	192.3
	Gas cookers	159.9	190.6	190.6	190.6	190.6 e
	Gas water heaters and wash boilers	180.7	206.2	206.2	206.2	211.9
	Gas fires and space heaters	162.2	184.5	184.5	184.5	187.6
399/12	Catering equipment	190.3	212.8	217.2	220.5	226.9 e
	Plumbers' brassware	173.3	200.0	200.9	202.0	204.2
	Domestic oil burning appliances	206.1	235.8	235.8	235.8 e	240.4 e
411	Man-made fibres production	164.6	178.4	181.8	185.8	186.9
412, 414/5 and 415	All spun man-made fibres yarns	178.6	205.7	209.6	209.0	210.4
412	Cotton yarns, cotton spun man-made fibres yarns and mixtures of both	198.4	271.3	277.7	278.1	280.0
413	Woven cotton cloth in the loomstate	192.6	242.8	245.0	251.3	252.9
	Man-made fibres fabrics in the loomstate	204.6	215.8	218.9	220.3	221.6
414/2	Yarns of wool spun on the worsted system	203.9	254.5	261.0	268.3	267.3
417	Hosiery and other knitted goods	156.2	173.4	175.3	176.9	177.8
419	Carpets and rugs	192.4	218.4	221.3	222.1	225.1
	Carpets	192.2	218.2	220.9	221.6	224.7 e
	Carpets – woven	208.4	239.4	243.5	244.5	248.5 e
	Tufted carpets	160.2	176.1	176.1	176.3	177.4 e
429/1	Asbestos manufactures	180.9	206.3	218.5	219.0	219.0
431/1	Leather for footwear	169.7	210.8	210.8	210.8	210.8
450	Footwear – including rubber footwear	181.9	203.9	205.6	205.9	206.2
461/1	Refractory goods including bricks	224.9	267.4	268.3	268.3	279.6
461/2	Non-refractory goods including building bricks	222.3	256.3	264.6	269.4	273.8
	Engineering bricks – delivered	252.3	286.6	291.6	293.7	303.4
463/1	Flat glass (including safety and silvered glass)	216.0	223.1	230.8	231.7	233.4
	Glazing sheet and plate glass	188.2	199.4	210.4	210.4	210.4
463/2	Glass containers	218.6	238.8	251.1	255.9	255.9
464	Cement – delivered in bulk	228.7	256.1	256.1	268.4	269.8
469/2	Precast concrete products	213.9	247.8	253.2	255.2	256.1
	Precast concrete pipes – delivered	243.9	290.4	293.9	299.6	299.6
	Precast concrete manholes – delivered	195.3	226.0	229.1	234.5	234.5

TABLE (3a) *(continued)*

1968 SIC		1975 Dec.	1976 Sept.	Oct.	Nov. p	Dec. p
	Plaster gypsum	210.5	228.1	228.1	228.1	241.3
471/1	Homegrown hardwood – sawn	227.4	250.2	256.4	258.7	265.0
471/2	Building joinery	235.7	279.1	286.0	290.5	297.6
472	Furniture and upholstery	198.4	215.8	218.7	223.1	224.9
	Domestic furniture	194.9	212.2	215.2	219.7	221.4 e
	Bedroom furniture	179.2	194.4	198.8	200.8	201.8 e
	Bookcases, bookshelves, bureaux, occasional furniture	194.6	213.0	214.8	218.0	222.7
	Dining room furniture	198.5	221.9	222.5	224.9	225.4 e
	Kitchen furniture	215.6	241.2	244.5	253.1	256.9 e
	Upholstered furniture	187.8	198.9	201.4	205.7	206.0 e
473	Bedding, etc.	210.1	235.1	240.7	241.3	244.4 e
	Upholstered spring interior mattresses	210.8	241.0	246.0	246.0	246.0
	Divan sets	237.2	256.2	259.7	259.7	264.3
481	Paper and board	226.6	261.6	261.9	264.1	273.4
	Printings and writings – excluding newsprint	217.0	258.5	258.5	260.7	281.1
482/1	Cardboard boxes, cartons and packing cases – fibreboard	236.5	263.4	265.0	268.2	269.4
483	Manufactured stationery	234.4	257.6	259.3	261.5	265.3
484/1	Wallpaper	225.1	225.8	229.7	230.1	233.6
489	General printing, bookbinding, etc.	197.6	216.7	217.3	218.8	219.8
491/1	Rubber tyres and tubes	185.5	206.6	215.9	223.3	225.0
492	Linoleum and felt base	194.4	213.6	216.2	216.7 e	218.3 e
Part 399 and 472	Office furniture	218.5	239.1	240.5	247.3	251.3
Part 338/ 499/472	Office equipment and machinery	178.9	195.4	196.8	200.8	204.1

ø Index based on scheduled outer zone prices for minimum bulk loads of 500 gallons (motor spirit 1,000 gallons) exclusive of rebates.
p provisional.
e estimates which are subject to possible major revisions.
† Excludes sales to rental companies.
‡ Inclusive of purchase tax (before its abolition), VAT and car tax.
r revised.

Revisions and Corrections to Table 3 (a)

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sept.	Oct.	Nov.	Dec.	
Soil preparation and cultivating machinery	—	—	—	232.4	233.7	234.3	242.3	244.1	—	—	—	—	1976
Confirmed figures for August 1976													
Metal working machine tools	—	—	—	—	—	—	—	256.0	—	—	—	—	1976
Metal cutting machine tools	—	—	—	—	—	—	—	258.4	—	—	—	—	1976

TABLE 3(b) Commodities wholly or mainly imported into the United Kingdom

1970 = 100

	1975 Dec	1976 Sep	Oct	Nov p	Dec p
Hides and skins	213.3	357.3	339.1	324.2	344.3
Non-ferrous metals:					
Aluminium, virgin ingot delivered	162.0	224.7	226.3	226.3	226.3
Copper‡	96.5	143.2	132.9	133.1	128.4
Lead‡	129.9	219.1	223.7	220.9	223.7
Nickel§	198.8	229.9	240.0	276.5	270.4
Tin, ingot min. 99.75%‡	199.5	300.3	316.8	323.4	323.7
Zinc‡	275.0	334.3	316.3	297.8	309.4
Zinc§	304.8	358.8	379.4	379.1	370.9
Natural rubber	189.1	269.8	301.5	327.4	278.2
Sulphur, crude cif (for acid making)	256.3	288.1	288.1	288.1	288.1
Textiles:					
Raw cotton, all types	233.0	404.3	439.4	439.8	417.7
American types, cif Liverpool	238.8	402.1	438.9	439.5	415.2
Egyptian types, cif Liverpool	203.8	415.4	441.8	441.2	430.1

	1975 Dec	1976 Sep	Oct	Nov p	Dec p
Raw wool – all types	233.6	330.8	371.3	369.6	357.3
Imported	235.3	332.3	374.1	366.9	352.1
Imported, merino	225.5	299.0	334.1	326.2	315.2
Imported, fine crossbred	229.7	334.7	373.6	374.5	350.8
Imported, medium and coarse crossbred	282.6	429.5	490.9	477.9	461.2
British types	223.9	322.4	355.7	384.3	386.9
Timber:					
Imported hardwood (ex-yard or wharf)	242.0	315.6	319.9	325.1	329.5
Imported plywood (delivered to consumers)	218.9	295.0	303.7	315.2	320.7
Imported softwood (delivered to consumers)	235.4	345.5	361.6	372.0	381.6 e
Woodpulp, imported	299.8	345.8	367.8	368.1	361.9

‡ LME settlement price. § Producer's price. p = provisional. e signifies estimates which are subject to possible major revisions.

TABLE 5 United Nations index numbers of world export prices(1)

1970 = 100

	Primary commodities: Total $	£	Purchasers' currencies	Agricultural non-food $	£	Purchasers' currencies	Non-ferrous metals $	£	Purchasers' currencies	Primary commodities and non-ferrous metals (2) $	£	Purchasers' currencies
1974 1st quarter	303	318	274	232	244	209	160	168	144	284	298	256
2nd quarter	304	304	263	229	229	198	183	183	159	288	287	249
3rd quarter	309	315	274	221	225	196	142	145	126	287	292	254
4th quarter	320	330	284	212	218	186	126	130	111	294	303	258
1975 1st quarter	312	313	261	201	202	168	124	124	101	287	287	240
2nd quarter	299	309	250	198	204	166	121	125	101	275	284	230
3rd quarter	295	333	261	196	220	173	118	133	105	271	306	240
4th quarter	301	354	271	191	224	172	116	136	104	276	324	249
1976 1st quarter	306	368	279	202	243	184	120	144	109	281	338	256
2nd quarter	309	411	288	211	281	197	135	179	126	286	380	266
3rd quarter (3)	313	425	291	225	306	209	141	192	131	290	394	269
4th quarter (4)	*318*	*462*	*292*	*236*	*343*	*217*	*133*	*193*	*122*	*293*	*426*	*269*

(1) Published by the UN in terms of US dollars. For convenience the index numbers are also shown in sterling and in terms of purchasers' currencies by converting the dollar index at prevailing exchange rates. (2) This combined index is not published as such by the UN. (3) Provisional. (4) Projections by Department of Industry.

Current account of the United Kingdom balance of payments for December 1976

In December 1976 the current account is estimated to have been in surplus by £21 million. The deficit on trade in goods was £179 million, seasonally adjusted, and the balance on services and other current transactions is estimated to be running at a monthly surplus of about £200 million.

In the fourth quarter of 1976 there was a current account deficit of £429 million compared with £597 million in the previous quarter.

In 1976 as a whole the current account deficit is estimated to have been £1,526 million compared with £1,656 million in 1975.

£ million seasonally adjusted

	Current balance	Visible balance: Trade in goods	Invisible balance: Services and other current transactions
1974	−3,323	−5,220	+1,897
1975	−1,656	−3,204	+1,548
1976	−1,526	−3,611	+2,085
1975 1st quarter	−449	−852	+403
2nd quarter	−357	−681	+324
3rd quarter	−555	−989	+434
4th quarter	−295	−682	+387
1976 1st quarter	−3	−448	+445
2nd quarter	−497	−968	+471
3rd quarter	−597	−1,166	+569
4th quarter	−429	−1,029	+600
1976 July	−325	−515	+190 b
August	−95	−284	+189 b
September	−177	−367	+190 b
October	−141	−341	+200 a
November	−309	−509	+200 a
December	+21	−179	+200 a

a These figures are projections and are subject to revision as information becomes available.

b One-third of the appropriate calendar quarter's estimate. Monthly figures of invisibles are not available.

Visible trade

Summary: figures on a balance of payments basis (see tables 1 and 3)

In December there was a visible trade deficit of £179 million, seasonally adjusted; the value of exports was £2,362 million and the value of imports £2,541 million. The deficit was £330 million lower than the high figure for November, the result of a rise of £137 million in the value of exports and a fall of £193 million in the value of imports. About one-half of the reduction in the deficit between the two months was the result of erratic movements in imports of oil (which were exceptionally high in November) and in exports of ships.

In terms of volume, exports rose by 4½ per cent in December and imports fell by 7½ per cent. The terms of trade index rose by 1 per cent, reverting back to the October level, the result of a 2 per cent increase in the export unit value index and a 1 per cent rise in the import unit value index.

In the fourth quarter of 1976, the visible trade deficit was £1,029 million compared with £1,166 million in the third quarter. Exports were valued at £6,818 million, a rise of 11 per cent compared with the previous quarter, while imports at £7,847 million, rose by 7½ per cent. In volume terms, exports rose by 5 per cent more than making good the fall in the third quarter, while imports increased by 1 per cent. The terms of trade index fell by 1½ per cent between the two quarters, the result of a 6 per cent rise in the export unit value index and a 7½ per cent rise in the import unit value index.

For 1976 as a whole, the deficit on visible trade was £3,611 million, compared with £3,204 million in 1975. Exports were valued at £24,433 million, 30 per cent higher than in 1975 while imports at £28,044 million rose by 28 per cent. The terms of trade index fell by 1 per cent as the export unit value index rose by 21 per cent compared with a rise of 23 per cent in the import unit value index. For the year as a whole both export and import volumes rose from the depressed levels of 1975, increasing by 8½ per cent and 7 per cent respectively.

Exports (Overseas Trade Statistics basis)

Area analysis (see table 4). The value of exports to the developed countries in aggregate was 11 per cent higher in the fourth quarter of 1976 than in the previous quarter. Shipments to the EEC and the rest of Western Europe rose by 13 per cent and 18 per cent respectively over this period, while the value of goods despatched to North America increased by 4 per cent. In contrast, there was a 3½ per cent fall in the value of exports to the other developed countries (Australia, New Zealand, South Africa and Japan). Exports to the developing countries as a whole rose by 12 per cent, with the value of shipments to the oil exporting countries 16 per cent higher. The value of goods despatched to the centrally planned economies was unchanged.

Commodity analysis (see tables 5, 6 and 7). In the fourth quarter of 1976 the value of exports of manufactured goods was 10 per cent higher than in the third quarter of the year, reflecting roughly equally a greater volume of deliveries and higher export prices. Within this broad category the value of machinery despatched rose by 8½ per cent, mainly the result of higher prices. Shipments of road motor vehicles and other transport equipment together rose in value by 10 per cent, with an increase of 23 per cent in other transport equipment exported (due mainly to a greater value of exports of ships). Exports of chemicals and textiles rose in value by 9 per cent and 12 per cent respectively, with increases of 4 per cent and 3½ per cent in volume. The value of shipments of metals rose by 1½ per cent in the fourth quarter, but increased prices more than offset the 6 per cent fall in volume. The value of other manufactured goods despatched rose by 19 per cent. The value of exports of non-manufactures increased by 18 per cent between the third and fourth quarters of 1976. Within this group, shipments of food, beverages and tobacco and of basic materials rose in value by 15 per cent and 19 per cent respectively, mainly reflecting higher volumes of deliveries rather than increased prices. Exports of fuels rose in value by 20 per cent, nearly three-quarters of this increase being due to a doubling in the value of crude oil shipments.

Imports (Overseas Trade Statistics basis)

Commodity analysis (see tables 8, 10 and 11). Widespread prices increases, largely resulting from the depreciation of sterling between the third and fourth quarters of 1976, were mainly responsible for increases in the value of imports in most of the main commodity groups. The major exception was in imports of fuels which were unchanged in value between the quarters, the 5½ per cent price rise

TABLE 1 Visible trade on balance of payments basis

Seasonally adjusted values — £ million

	Exports (fob)*	Imports (fob)	Visible balance
1974	15,899	21,119	−5,220
1975	18,768	21,972	−3,204
1976 p	24,433	28,044	−3,611
1974 1st quarter	3,481	4,769	−1,288
2nd quarter	4,008	5,363	−1,355
3rd quarter	4,223	5,465	−1,242
4th quarter	4,187	5,522	1,335
1975 1st quarter	4,531	5,383	−852
2nd quarter	4,479	5,160	−681
3rd quarter	4,632	5,621	−989
4th quarter	5,126	5,808	−682
1976 1st quarter r	5,445	5,893	−448
2nd quarter r	6,020	6,988	−968
3rd quarter r	6,150	7,316	−1,166
4th quarter p	6,818	7,847	−1,029
1976 July r	1,959	2,474	−515
August r	2,049	2,333	−284
September r	2,142	2,509	−367
October r	2,231	2,572	−341
November r	2,225	2,734	−509
December p	2,362	2,541	−179
Percentage change 4th quarter on previous quarter	+11	+7½	

* See note 12. p Provisional estimates. r Revised estimates.

TABLE 2 Invisible trade ¶

Seasonally adjusted values — £ million

	Credits	Debits	Invisible balance
1974	10,169	8,272	+1,897
1975	11,047	9,499	+1,548
1974 1st quarter	2,469	1,999	+470
2nd quarter	2,533	2,028	+505
3rd quarter	2,527	2,041	+486
4th quarter	2,640	2,204	+436
1975 1st quarter	2,661	2,258	+403
2nd quarter	2,705	2,381	+324
3rd quarter	2,792	2,358	+434
4th quarter	2,889	2,502	+387
1976 1st quarter	3,057	2,612	+445
2nd quarter	3,254	2,783	+471
3rd quarter	3,477	2,908	+569
October			+200*
November			+200*
December			+200*

¶ See note 7.
* These figures are projections and are subject to revision as information becomes available.

TABLE 3 Export and import unit value and volume index numbers on a balance of payments basis

Indices 1970 = 100

	Unit values (not seasonally adjusted)			Volume (seasonally adjusted)	
	Exports	Imports	Terms of trade†	Exports	Imports
1974	162.7	218.0	74.6	130.1	135.2
1975	198.5	245.7	80.8	124.9	125.6
1976 p	240.6	301.3	79.9	135.4	134.2
1974 1st quarter	147.2	194.9	75.5	126.7	133.9
2nd quarter	159.9	218.7	73.1	134.0	137.5
3rd quarter	168.1	224.5	74.9	133.4	136.4
4th quarter	175.8	231.7	75.9	126.5	133.0
1975 1st quarter	184.9	240.5	76.9	128.9	125.4
2nd quarter	193.4	241.1	80.2	122.6	122.2
3rd quarter	202.2	247.1	81.8	120.0	127.4
4th quarter	210.1	260.4	80.7	128.3	127.2
1976 1st quarter	219.0	270.0	81.1	131.6	124.1
2nd quarter	234.2	293.6	79.8	137.1	136.7
3rd quarter	247.4	309.3	80.0	133.1	137.2
4th quarter p	261.7	332.1	78.8	139.8	138.7
1976 July	242.6	306.1	79.3	129.9	140.3
August	247.9	308.0	80.5	132.6	131.2
September	251.7	313.8	80.2	136.7	140.1
October	256.4	324.0	79.2	140.1	142.6
November r	261.8	334.8	78.2	136.6	142.2
December p	266.9	337.4	79.1	142.6	131.4
Percentage change 4th quarter on previous quarter	+6	+7½	−1½	+5	+1

† Export Unit Value Index as a percentage of the Import Unit Value Index.
p Provisional estimates.
r Revised estimates.

being offset by a similar fall in volume. Food, beverages and tobacco increased by 15 per cent in value with an 8½ per cent rise in prices being the major influence. The increase, also of 8½ per cent, in the unit value index for industrial materials in total was the main factor in the 11 per cent rise in value. Within the group, the value of imports of basic materials rose by 6½ per cent, although volume fell by 4 per cent; imports of chemicals increased by 9½ per cent in value, and imports of other semi-manufactures by 14 per cent, with corresponding volume increases of 2 per cent and 8 per cent. Imports of finished manufactures as a whole were 8 per cent higher in value with increased prices the major factor, volume rising by 1 per cent. Within this group, machinery imports in total were 4 per cent higher, this figure being influenced by the inclusion in the third quarter of arrivals of North Sea oil installations which were much reduced in the fourth quarter. Excluding such items, imports of other machinery rose by 11 per cent in value and 6½ per cent in volume. Imports of road motor vehicles were 5 per cent higher in value terms and imports of other transport equipment which often move erratically rose by 49 per cent. For these two groups combined, there was an increase in value of 11 per cent, but volume is estimated to have declined by 3½ per cent. Other finished manufactures increased 15 per cent in value, with a 10 per cent rise in price being the major influence.

Area analysis (see table 9). The value of imports from the developed countries rose by 11 per cent in the fourth quarter compared with the previous quarter. Imports from the EEC were 17 per cent higher while those from the other developed countries group increased by 10 per cent. Arrivals from North America and the rest of Western Europe increased by 3½ per cent and 4½ per cent respectively. Among the developing countries, there was a 6 per cent fall in deliveries from the oil exporting countries and an increase of 6 per cent in shipments from the other developing countries. Imports from the centrally planned economies fell by 5½ per cent.

Invisible trade (see table 2)
The latest estimate of invisibles relates to the third quarter of 1976 when credits on services and other current transactions were £3,477 million and debits £2,908 million, giving a surplus of £569 million for the quarter. The surplus is projected to be running currently at the rate of £200 million a month.

Notes

1 Trade figures on a balance of payments basis. The seasonally adjusted import and export figures on a balance of payments basis are obtained by making various adjustments to the seasonally adjusted figures derived from those recorded in the monthly *Overseas Trade Statistics*. These adjustments are summarised in table 13 of this article. Some are valuation adjustments; the principal of these is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to UK owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). The adjustment of imports to a balance of payments basis excludes the values of deliveries of US military aircraft (including spares and some missiles) but includes the payments for those imports which are mainly being financed by a special Exim Bank

TABLE 4 Exports: areas¶ Overseas Trade Statistics basis

Seasonally adjusted values — £ million fob

		Developed countries				Developing countries		
	Total	EEC	Rest of W. Europe	North America	Other	Oil exporting countries	Other	Centrally planned economies
1975	19,929	6,419	3,372	2,332	1,879	2,278	2,923	666
1976 p	25,786	9,178	4,275	3,101	1,946	3,144	3,360	726
1976 1st quarter r	5,773	1,969	915	695	507	703	841	174
2nd quarter r	6,336	2,251	1,061	784	467	756	807	188
3rd quarter r	6,466	2,331	1,057	795	494	781	821	182
4th quarter p	7,212	2,627	1,242	828	478	903	892	182
1976 October r	2,361	823	380	285	163	300	278	67
November r	2,357	897	433	261	157	292	305	56
December p	2,494	907	429	282	158	311	309	59
Percentage change 4th quarter on previous quarter	+12	+13	+18	+4	−3½	+16	+8½	—

¶ See Note 2. r Revised estimates. p Provisional estimates.

credit (the values involved are now small). All these adjustments are described in greater detail in the annual *'Pink Book' United Kingdom Balance of Payments 1964–74* (table 4 and pp. 64–67) and in an article in the issue of *Trade and Industry* dated 4 November 1970.

Since firm figures for the adjustments do not become available as quickly as the recorded trade statistics, the figures for imports and exports on a balance of payments basis in the latest months are at this stage preliminary estimates and liable to revision.

2 The adjustments described at Note 1 are made only for the monthly total of exports and imports (table 1) and the monthly figures of trade in petroleum and petroleum products (table 12). They are not estimated for the area and other commodity analyses of trade. The values of total trade and the main components of exports and imports in tables 4 to 11 are available only on the Overseas Trade Statistics basis. Whereas comment on total trade and trade in petroleum and petroleum products relates to figures for exports and imports on a balance of payments basis, analyses of the area and other commodity patterns of trade in this article are based on the figures on the Overseas Trade Statistics basis in tables 4 to 11. The main components of trade are seasonally adjusted independently from the totals and in consequence do not always add exactly to the seasonally adjusted totals.

3 Visible balance. The visible balance is the difference between the import and export figures on a balance of payments basis obtained as described in Note 1 above. Since, as noted above, the import and export figures for the most recent months are provisional, it follows that the monthly visible balances for these months are also provisional and liable to revision.

The monthly figures for the visible balance are published only on a seasonally adjusted basis. Since the balance is the difference of two large and variable figures, it is itself liable to fluctuation and undue significance should not be attached to a single month's figure; it is more useful to consider the average balance over three or more months.

4 Trends. Even after allowing for seasonal influences, the sequence of monthly figures is usually too variable to give a satisfactory indication of the underlying trend. While it is possible to construct elaborate estimates of trend these cannot be applied to the most recent months, and a simple method of giving some guidance on underlying movements in the most recent past is to take averages of three months. Apart from occasions when major disturbances distort the flows of trade, the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

5 Recording of exports. The present system for the documentation of exports aimed at securing their full recording was introduced in October 1971; the system, and the methods used to monitor the accuracy of the resulting figures, were described in an article in *Trade and Industry*, 15 February 1973.

Regular assessments of the quality of recording showed that, during 1974, adjustments increasing the export figures by between £6 million and £8 million a month were necessary. Continued monitoring has shown that since then there has been no need to make adjustments for either a shortfall in documentation or a change in the speed of submission of documents.

6 Timing. The figures for exports relate to documents received in

TABLE 5 Exports: commodity classes¶ Overseas Trade Statistics basis

Seasonally adjusted values — £ million fob

					Manufactures									
						Machinery and transport equipment								
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles	Other transport equipment*	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures	Miscellaneous
1975	19,929	1,428	561	814	16,464	8,236	5,784	1,737	715	2,179	1,839	698	3,512	662
1976 p	25,786	1,695	775	1,256	21,354	10,115	7,051	2,225	840	3,050	2,361	934	4,893	705
1976 1st quarter r	5,773	406	163	243	4,758	2,372	1,676	511	190	682	484	204	1,047	192
2nd quarter r	6,336	400	184	281	5,281	2,521	1,737	560	203	737	582	223	1,266	167
3rd quarter r	6,466	414	195	332	5,376	2,517	1,746	561	200	780	643	239	1,177	175
4th quarter p	7,212	474	233	399	5,939	2,705	1,892	593	246	851	652	268	1,403	172
1976 October r	2,361	150	78	128	1,904	877	603	185	89	280	194	83	472	72
November r	2,357	160	78	145	1,955	892	620	220	63	281	238	90	429	47
December p	2,494	165	77	125	2,080	936	669	187	94	290	221	94	502	52
Percentage change th quarter on previous quarter	+12	+15	+19	+20	+10	+7½	+8½	+5½	+23	+9	+1½	+12	+19	−1½

* Not seasonally adjusted. ¶ See note 2. r Revised estimates. p Provisional estimates.

TABLE 6 Exports: volume indices Overseas Trade Statistics basis

Seasonally adjusted — Indices 1970 = 100

					Manufactures							
						Machinery and transport equipment						
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles and other transport equipment	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures
Weights	1,000	64	34	26	844	410	276	134	97	119	49	169
1975	129.8	155	107	93	130	133	136	128	142	102	105	145
1976 p	140.4	157	123	108	141	134	135	130	172	111	124	169
1976 1st quarter	137.2	166	119	93	137	136	139	130	168	101	117	159
2nd quarter	141.9	150	122	103	143	135	135	132	169	114	123	180
3rd quarter	137.6	152	118	114	139	130	132	124	172	118	125	160
4th quarter p	144.9	161	132	122	146	133	134	135	179	111	130	178
1976 October	145.7	160	129	123	144	133	132	134	180	102	124	183
November r	141.6	160	136	130	144	134	132	143	177	117	131	164
December p	147.4	164	130	114	150	133	139	128	179	115	135	187
Percentage change 4th quarter on previous quarter	+5½	+6½	+11	+7	+4½	+2½	+2	+8½	+4	−6	+3½	+12

p Provisional estimates. r Revised estimates.

the Statistical Office of HM Customs and Excise up to a few days before the end of the calendar month. On average export documents arrive at the Customs Statistical Office within a fortnight of the shipment of goods, so that the documents relate to goods passing through the ports in the month ending about the middle of the calendar month to which they are attributed. The figures for imports relate to documents received at the Customs Statistical Office up to the third working day after the end of the month. Importers are usually required to present their documents before they can obtain Customs clearance and remove the goods. Thus the import statistics correspond closely to movements through the ports during the calendar month to which they are attributed.

7 Invisible trade (services and other current transactions) covers the following items: Government services and transfer payments; all other services including sea and air transport, travel, and insurance, banking and other financial transactions; overseas income in the form of interest, profits and dividends; and private transfers. The monthly figures are inevitably less precise than those for visible trade for several reasons: the data are not available on a monthly basis (some are reported quarterly, others less frequently) and the figures are, therefore, essentially projections based on past trends; revisions, affecting particularly gross credits and debits, but often the balance as well, are more frequent; and the gross figures themselves include a number of items which are appropriately recorded as the net profit or surplus arising on the transactions.

8 Trade in petroleum and petroleum products. Trade in petroleum and petroleum products (table 12) accounts for almost all the trade in Fuels, Section 3 of SITC(R) which is included in tables 5 and 8. Import and export figures are shown for crude oil and for the rest of the division which includes petroleum partly refined for further refining and petroleum products (eg motor spirit, lamp oil and white spirit, distillate fuels, residual fuel oils, lubricating oils and greases, etc.).

The figures of value and tonnage of crude oil imports in table 12 are based on reports to HM Customs and Excise and have been seasonally adjusted with the same seasonal and length of month factors as have been used for the Fuels total in table 8. These figures cannot be directly compared with the monthly import tonnages originating from the Department of Energy which are published in the *Monthly Digest of Statistics* and the *Digest of Energy Statistics*, as the latter are based on reports received directly from the oil industry and are unadjusted. Over longer periods the differences between the two sources are largely resolved.

For imports, the average value of crude oil per ton has been obtained by dividing the value of crude oil imports by the tonnage and will reflect not only changes in price but also changes in the commodity mix of imports due, for example, to differing qualities of crude oil.

The figures of value of crude oil exports have been seasonally adjusted with the same seasonal and length of month factors as have been used for the Fuels total in table 5. These figures include oil which has been re-exported.

9 Unit value and volume indices. A brief description of the way in which the index numbers on a balance of payments basis are calculated was published in the article giving unit value and volume

TABLE 7 Exports: unit value indices Overseas Trade Statistics basis

Not seasonally adjusted — Indices 1970 = 100

					Manufactures							
						Machinery and transport equipment						
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles and other transport equipment	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures
1975	198.3	178	198	439	193	196	200	189	209	194	177	180
1976 p	240.6	213	238	547	235	247	252	236	239	226	203	219
1976 1st quarter	218.9	192	211	496	214	224	231	210	219	206	185	199
2nd quarter	234.3	211	229	530	229	242	248	230	232	216	196	213
3rd quarter	247.4	220	249	553	242	254	258	246	245	233	207	226
4th quarter p	261.7	229	262	608	256	269	273	260	259	247	222	239
1976 October	256.4	228	261	581	251	263	266	256	252	243	219	234
November r	261.8	230	262	623	255	266	271	255	259	251	220	240
December p	266.9	231	264	619	261	277	281	268	266	248	228	242
Percentage change 4th quarter on previous quarter	+6	+4½	+5	+10	+5½	+5½	+5½	+5½	+5½	+6	+7½	+5½

p Provisional estimates. r Revised estimates.

TABLE 8 Imports: commodity classes¶ Overseas Trade Statistics basis

Seasonally adjusted values — £ million cif

				Industrial materials				Finished manufactures						
									Machinery and transport equipment†					
	Total	Food, beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery†	Road motor vehicles	Other transport equipment*	Other	Miscellaneous
1975	24,163	4,346	4,310	8,364	2,214	1,409	4,741	6,655	4,782	3,603	883	297	1,872	489
1976 p	31,201	4,991	5,646	11,288	3,226	2,001	6,061	8,863	6,391	4,637	1,400	354	2,472	412
1976 1st quarter r	6,604	1,018	1,294	2,404	677	430	1,297	1,816	1,263	900	261	95	552	91
2nd quarter r	7,737	1,269	1,345	2,787	781	489	1,517	2,175	1,589	1,178	329	99	586	117
3rd quarter r	8,089	1,258	1,504	2,894	857	516	1,520	2,344	1,723	1,256	396	64	620	112
4th quarter p	8,771	1,446	1,502	3,205	911	566	1,727	2,528	1,815	1,304	415	96	713	93
1976 October r	2,869	496	418	1,063	284	188	591	875	647	454	139	45	228	29
November r	3,032	492	592	1,102	328	193	581	807	560	410	137	25	247	33
December p	2,870	458	493	1,039	299	185	555	846	608	440	138	26	238	30
Percentage change 4th quarter on previous quarter	+8½	+15	—	+11	+6½	+9½	+14	+8	+5½	+4	+5	+49	+15	−17

* Not seasonally adjusted. † Includes North Sea production installations. ¶See Note 2. r Revised estimates. p Provisional estimates.

index numbers for March 1971 in *Trade and Industry* of 26 May 1971. An article was published in *Trade and Industry* on 11 October 1973 introducing the series of import and export unit value and volume indices with 1970 = 100. The purpose of the index numbers is to measure the changes in price and volume of our imports and exports. Index numbers can be constructed in various ways, and the series used here are of the fixed base type. Thus, the unit value indices measure changes in 'price' of a fixed selection of trade headings (all though in practice it is not specific prices which are measured but the average price of all the varying transactions taking place each month in the selected headings, reflecting different kinds of goods covered by each heading and different markets or courses of supply).

Correspondingly, the volume indices measure, for the same selection of trade headings, what the change in the value of trade would be assuming no changes in the prices charged from those in the base year. Because the indices are base weighted, they do not take account of the changes in the pattern of trade since the base year, and con-

TABLE 9 Imports: areas¶ Overseas Trade Statistics basis

Seasonally adjusted values — £ million cif

	Total	Developed countries				Developing countries		Centrally planned economies
		EEC	Rest of W. Europe	North America	Other	Oil exporting countries	Other	
1975	24,163	8,805	3,566	3,208	1,855	3,274	2,666	753
1976 p	31,201	11,399	4,584	4,220	2,122	4,206	3,517	1,121
1976 1st quarter r	6,604	2,420	979	870	410	934	759	278
2nd quarter r	7,737	2,898	1,096	1,049	493	956	887	312
3rd quarter r	8,089	2,803	1,227	1,131	581	1,193	908	272
4th quarter p	8,771	3,279	1,282	1,170	638	1,123	963	258
1976 October r	2,869	1,063	403	433	194	312	315	91
November r	3,032	1,090	425	379	234	448	344	83
December p	2,870	1,126	454	358	210	363	303	84
Percentage change 4th quarter on previous quarter	+8½	+17	+4½	+3½	+10	−6	+6	−5½

¶ See Note 2. r Revised estimates. p Provisional estimates.

TABLE 10 Imports: volume indices
Overseas Trade Statistics basis

Seasonally adjusted — Indices 1970 = 100

	Total	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures				
				Total	Basic materials	Chemicals	Other semi-manufactures	Total	Machinery and transport equipment†			Other
									Total	Machinery†	Road motor vehicles and other transport equipment	
Weights	1,000	227	105	427	151	60	216	229	166	133	33	63
1975	124.4	98	89	113	78	122	135	183	182	176	203	186
1976 p	134.4	102	88	128	94	151	144	197	198	186	246	195
1976 1st quarter	125.7	91	90	123	92	143	140	183	177	164	224	198
2nd quarter	136.0	104	88	129	96	149	146	197	199	190	250	190
3rd quarter	136.4	104	90	127	97	153	140	204	208	195	258	193
4th quarter p	139.4	109	85	131	93	156	151	206	209	198	250	199
1976 October	142.1	113	74	135	90	159	159	217	223	206	278	200
November r	142.0	110	99	134	100	159	151	198	196	192	230	205
December p	134.0	104	82	125	90	151	143	202	207	197	241	191
Percentage change 4th quarter on previous quarter	+2	+5	−5	+3½	−4	+2	+8	+1	—	+2	−3½	+3

p Provisional estimates. r Revised estimates. † Includes North Sea production installations.

TABLE 11 Imports: unit value indices
Overseas Trade Statistics basis

Not seasonally adjusted — Indices 1970 = 100

	Total	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures				
				Total	Basic materials	Chemicals	Other semi-manufactures	Total	Machinery and transport equipment			Other
									Total	Machinery	Road motor vehicles and other transport equipment	
1975	235.9	219	535	199	215	229	180	188	183	181	194	200
1976 p	288.9	246	704	239	259	268	217	239	234	229	255	253
1976 1st quarter	258.8	228	636	210	226	239	190	213	207	204	221	226
2nd quarter	281.4	243	686	230	248	262	210	234	230	225	251	242
3rd quarter	296.4	246	728	247	266	274	226	246	242	237	262	258
4th quarter p	318.9	268	768	268	295	296	240	265	258	251	287	284
1976 October	312.0	263	744	261	284	295	236	262	255	249	282	279
November r	320.9	270	781	267	295	296	241	266	260	251	293	284
December p	323.8	270	778	274	307	298	244	268	259	253	287	289
Percentage change 4th quarter on previous quarter	+7½	+8½	+5½	+8½	+11	+8½	+6½	+8	+7	+6	+9½	+10

p Provisional estimates. r Revised estimates.

sequently their product does not precisely account for the change in the value of trade expressed as an index. In practice, though, since the composition of trade changes little between consecutive months, the product of the changes in the indices will often approximate to the change in the value of trade between one month and the next. A full methodological article about the 1970-based series of indices was published in the April 1975 issue of *Economic Trends*. Adjustments have been made to the import volume index to include North Sea oil production installations, however no changes have been made to the base-weighted unit value index.

10 Definition of areas. the areas used in tables 4 and 9 of this article comprise the following countries:

EEC – West Germany, Netherlands, Belgium, Luxembourg, France, Italy, Denmark and Irish Republic.

Rest of Western Europe – Finland, Sweden, Norway, Iceland, Switzerland, Liechtenstein, Portugal, Austria, Andorra, Vatican City, Greece, Turkey, Yugoslavia, Spain, Faroe Islands, Gibraltar, Malta, Continental Shelf (Foreign Part).

North America – USA, Canada, Puerto Rico, US Virgin Islands, Greenland.

Other Developed Countries – Australia, New Zealand, Japan and South Africa.

Centrally Planned Economies – Soviet Union, Poland, East Germany, Hungary, Czechoslovakia, Albania, Bulgaria, Romania, China, North Korea, North Vietnam and Outer Mongolia.

TABLE 12 Trade in petroleum and petroleum products¶
On a Balance of Payments basis (Division 33 of SITC(R))

Seasonally adjusted

	Balance of Visible trade	Imports				Exports			
		Total	Crude oil			Rest of Division 33	Total	Crude oil	Rest of Division 33
	£ million fob	£ million fob	£ million fob	million	Average value per ton £ fob	£ million fob	£ million fob	£ million fob	£ million fob
1974	−3,422	4,118	3,347	109.1	30.7	771	696	29	667
1975	−3,114	3,835	3,071	85.8	35.8	764	721	30	691
1976 p	−3,965	5,129	4,094	85.8	47.7	1,035	1,164	177	986
1974 1st quarter	−730	866	705	28.4	25.0	161	136	3	133
2nd quarter	−889	1,091	903	28.2	32.1	188	202	12	190
3rd quarter	−897	1,080	869	26.4	33.1	211	183	6	177
4th quarter	−906	1,081	870	26.1	33.5	211	175	8	167
1975 1st quarter	−766	943	753	22.1	34.2	190	177	7	170
2nd quarter	−689	843	698	20.7	33.7	145	154	1	153
3rd quarter	−795	985	806	22.7	35.6	179	190	6	184
4th quarter	−864	1,064	814	20.3	40.2	250	200	16	184
1976 1st quarter r	−952	1,174	925	21.3	43.4	249	222	18	204
2nd quarter r	−960	1,218	956	20.6	46.5	262	258	25	233
3rd quarter r	−1,056	1,367	1,089	22.0	49.6	278	311	44	267
4th quarter p	−998	1,371	1,125	21.9	51.6	246	373	90	282
1976 October r	−259	379	307	6.2	49.9	72	120	26	94
November r	−407	542	453	8.7	52.3	89	135	37	98
December p	−332	449	365	7.0	52.4	84	117	27	90
Percentage change 4th quarter on previous quarter		+½	+3½	−½	+4	−11	+20	+105	+6

p Provisional estimates r Revised estimates. ¶ See note 8.

TABLE 13 Derivation of the visible trade figures on a balance of payments basis

£ million

	Exports				Imports			
	Recorded	Seasonally adjusted†			Recorded	Seasonally adjusted†		
	Overseas Trade Statistics basis (fob)	Overseas Trade Statistics basis (fob)	Coverage adjustments	Balance of Payments basis (fob)	Overseas Trade Statistics basis (cif)	Overseas Trade Statistics basis (cif)	Adjustments to BOP basis: Valuation adjustments	Adjustments to BOP basis: Coverage adjustments	Balance of Payments basis (fob)
1974	16,600	16,600	−701	15,899	23,234	23,234	−1,643	−472	21,119
1975	19,929	19,929	−1,161	18,768	24,163	24,163	−1,604	−587	21,972
1976 p	25,786	25,786	−1,353	24,433	31,201	31,201	−2,035	−1,122	28,044
1974 1st quarter	3,617	3,637	−156	3,481	5,375	5,269	−415	−85	4,769
2nd quarter	4,221	4,145	−137	4,008	6,001	5,936	−419	−154	5,363
3rd quarter	4,238	4,430	−207	4,223	5,795	5,992	−413	−115	5,465
4th quarter	4,524	4,388	−201	4,187	6,063	6,036	−396	−118	5,522
1975 1st quarter	4,595	4,781	−250	4,531	5,882	5,879	−374	−122	5,383
2nd quarter	4,943	4,744	−265	4,479	5,844	5,632	−385	−87	5,160
3rd quarter	4,798	4,940	−307	4,632	6,010	6,191	−415	−155	5,621
4th quarter	5,593	5,464	−338	5,126	6,427	6,462	−430	−223	5,808
1976 1st quarter r	5,818	5,773	−329	5,445	6,820	6,604	−431	−281	5,893
2nd quarter r	6,393	6,336	−316	6,020	7,776	7,737	−505	−244	6,988
3rd quarter r	6,260	6,466	−315	6,150	7,805	8,089	−526	−347	7,316
4th quarter p	7,315	7,212	−393	6,818	8,800	8,771	−574	−350	7,847
1976 July r	2,103	2,055	−95	1,959	2,710	2,701	−176	−50	2,474
August r	1,961	2,150	−101	2,049	2,361	2,577	−164	−80	2,333
September r	2,196	2,261	−119	2,142	2,734	2,812	−185	−117	2,509
October r	2,299	2,361	−130	2,231	2,806	2,869	−189	−107	2,572
November r	2,493	2,357	−132	2,225	3,104	3,032	−199	−100	2,734
December p	2,523	2,494	−132	2,362	2,888	2,870	−186	−143	2,541
Percentage change 4th quarter on previous quarter	+17	+12		+11	+13	+8½			+7½

† Components and totals are rounded independently. p Provisional estimates. r Revised estimates.

Oil Exporting Countries – Abu Dhabi, Algeria, Bahrein, Brunei, Dubai, Ecuador, Gabon, Indonesia, Iran, Iraq, Kuwait, Libya, Nigeria, Oman, Qatar, Saudi Arabia, Sharjah etc., Trinidad and Tobago, and Venezuela.
Other Developing Countries – All other countries.

11 Revisions to trade figures. As a result of later and more complete information the previously published figures of imports and exports on a balance of payments basis have been revised.

Overseas Trade Statistics
Detailed particulars of United Kingdom imports and exports for December with cumulative totals will be published on 28 January* and further analysis of the figures will be found in tables 125 to 143 in the Monthly Digest for January†, due to be published in the second week of February.

Inquiries
Telephone inquiries concerning this article should be referred to: 01-215 3131 (value data) and 01-215 3466 (indices).

* *Overseas Trade Statistics of the United Kingdom*, published by HMSO, price £4.75 (Annual subscription £64.44).
† *Monthly Digest of Statistics*, published by HMSO, price £1.45 (Annual subscription including supplement of definitions and postage £21.28).

Films Act 1960: section 6: combination of quota periods

The Department of Trade, after consulting the Cinematograph Films Council and upon the application of EMI Cinemas Ltd, has issued a direction under section 6 of the Films Act 1960 that for the following cinemas the years 1977 and 1978 may be combined as a single quota period, provided that the following foreign films are exhibited for a continuous period of at least eight weeks and one day:

Marathon Man
Princess, Blackpool, Lancs; ABC 1, Eastbourne, East Sussex; ABC 2, Bournemouth, Dorset; ABC 2, Norwich, Norfolk; ABC 2, Ipswich, Suffolk; ABC 2, Fulham Road, London SW10; ABC 2, Brighton, East Sussex; ABC 2, Cardiff, South Glamorgan; ABC 2, Hull, North Humberside; ABC 1, Westgate Road, Newcastle upon Tyne; ABC 2, Gloucester; ABC (London Road), Reading, Berks; ABC 2, Leeds, West Yorks; ABC 2, Nottingham; ABC, Great Yarmouth, Norfolk; ABC, Clifton, Bristol; ABC 2, Swindon, Wilts; ABC 2, Reading, Berks; ABC 1, Bristol Road, Birmingham; ABC 2, Leicester; ABC (Magdalene Street), Oxford, Oxon; ABC 1, Ealing, London W5; ABC 1, South Woodford, London E18; ABC 1, Croydon, Surrey; ABC 1, Edgware, Middlesex; ABC 2, Ilford, Essex; ABC 2, Putney, London SW15; Embassy 1, Waltham Cross, Herts; ABC 2, Sauchiehall Street, Glasgow; ABC 2, Lothian Road, Edinburgh; The Futurist, Lime Street, Liverpool.

King Kong
Casino Cinerama Theatre, London W1; ABC, Bloomsbury, London WC1; ABC, Edgware Road, London W2; ABC, Southend-on-Sea; ABC 1, Basildon, Essex; ABC 1, Chatham, Kent; ABC 1, Gravesend, Kent; ABC 1, Brighton, East Sussex; ABC, Canterbury, Kent; ABC 2, Southampton, Hants; ABC 1, Bournemouth, Dorset; ABC 1, Reading, Berks; ABC 1, Bracknell, Berks; ABC, Portsmouth, Hants; ABC, Hereford, Herefordshire; ABC, Bristol (New Centre); ABC 1, Gloucester; ABC, Cheltenham, Glos; ABC 1, Swindon, Wilts; ABC, Torquay, Devon; ABC 1, Exeter, Devon; ABC 1, Ipswich, Suffolk; ABC 1, Norwich, Norfolk; ABC 1, Northampton, Northants; Regent Theatre, Great Yarmouth, Norfolk; ABC 1, Wolverhampton, West Midlands; ABC 1, Walsall, West Midlands; ABC 1, Nottingham; ABC, Derby; ABC 1, Leicester; ABC 1, Leeds, West Yorks; ABC 1, Bradford, West Yorks; ABC 1, Wakefield, West Yorks; ABC 1, Harrogate, North Yorks; ABC, York, North Yorks; ABC 1, Huddersfield, West Yorks; ABC 1, Sheffield, South Yorks; ABC, Chesterfield, Derbyshire; ABC, Doncaster, South Yorks; ABC 1, Halifax, West Yorks; ABC, Wigan, Lancs; ABC, Lime Street, Liverpool; ABC, St Helens, Merseyside; ABC, Blackpool, Lancs; ABC, Southport, Merseyside; ABC, The Haymarket, Newcastle upon Tyne; ABC 1, Sunderland, Tyne and Wear; ABC 1, Middlesbrough, Cleveland; ABC, Darlington, Co Durham; ABC, Carlisle, Cumbria; ABC, Grimsby, South Humberside; ABC, Lincoln; ABC 1, Sauchiehall Street, Glasgow; ABC 1, Kilmarnock, Ayrshire; ABC 1, Lothian Road, Edinburgh; ABC 1, Luton, Beds; ABC, Hammersmith, London W6; ABC, Harrow, Middlesex; ABC, Turnpike Lane, London N15; ABC 1, Mile End, London E1; ABC 1, Staines, Middlesex; ABC, Wimbledon, London SW19; ABC, Bexleyheath, Kent; ABC, Birkenhead, Merseyside; ABC, Preston, Lancs; ABC, Warrington, Cheshire; ABC, Chester, Cheshire.

New companies registered

Details are given below of new companies registered in Great Britain during December 1976 showing nominal capital. The figures are exclusive of unlimited companies and companieslimited by guarantee.

Nominal capital	Total	Public companies	Private companies
Not exceeding £100	2,883	—	2,883
Over £100 but under £1,000	69	—	69
£1,000 but under £10,000	1,039	—	1,039
£10,000 but under £50,000	482	—	488
£50,000 but under £100,000	72	—	72
£100,000 but under £1,000,000	97	—	97
£1,000,000 and over	7	—	7
Total number	4,655	—	4,655
	£ thous	£ thous	£ thous
Total amount of nominal capital			147,053

Companies registered in Great Britain in 1975 and 1976 are as follows:

	1975		1976	
	Number	Nominal capital £ thous	Number	Nominal capital £ thous
January	3,648	18,631	3,476	21,780
February	3,442	22,886	4,088	19,228
March	3,478	22,419	6,190	41,680
April	4,944	24,352	4,150	22,354
May	4,245	42,314	4,343	25,095
June	3,465	20 856	5,624	25,815
July	3,752	26,703	4,954	58,659
August	3,267	47,668	4,221	44,690
September	3,781	32,241	4,377	25,342
October	3,879	25,224	4,600	34,544
November	3,739	35,028	4,667	60,549
December	3,450	27,881	4,655	147,053
Total	45,090	346,203	55,345	526,789

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 14 January 1977.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Movietone News 2484	BR/E 38845/16/1/82	8	14 January	British Movietonews Ltd	British Movietonews Ltd
			FOREIGN		
Fountain Of Lust	F/38930	82	12 January	Cinecenta Film Distributors Ltd	Faros Films, Greece
Special Delivery	F/38931	98	12 January	Fox-Rank Distributors Ltd	Bing Crosby Productions, California
Carrie	F/38932	97	12 January	United Artists Corporation Ltd	Red Bank Films Inc, California
Gong With The Pink	F/38933	6	12 January	United Artists Corporation Ltd	Mirisch Geoffrey, D. F., California
Trail Of The Lonesome Pink	F/38934	6	12 January	United Artists Corporation Ltd	Mirisch Geoffrey, D. F., California
Pink Streaker	F/38935	6	12 January	United Artists Corporation Ltd	Mirisch Geoffrey, D. F., California
Salmon Pink	F/38936	6	12 January	United Artists Corporation Ltd	Mirisch Geoffrey, D. F., California
Extinct Pink	F/38937	6	12 January	United Artists Corporation Ltd	Mirisch Geoffrey, D. F., California
Pink Elephant	F/38938	6	12 January	United Artists Corporation Ltd	Mirisch Geoffrey, D. F., California
Next Stop Greenwich Village	F/38939	111	14 January	Fox-Rank Distributors Ltd	Twentieth Century-Fox Film Corporation, California

Sales in the carpet industry

The daily rate of carpet manufacturers' sales by value in October 1976 at current prices was provisionally estimated to have been 24 per cent more than in October 1975, assuming 23 working days in October 1975 and 21 working days in October 1976. In the three months ended October 1976, the daily rate of manufacturers' sales was provisionally estimated to have been 22 per cent more than in the corresponding period 12 months ago, assuming 65 working days in the period ended October 1975 and 64 working days in the period ended October 1976. The index numbers, which are of manufacturers sales by value, have been adjusted for the length of the working month, but not for non-statutory holidays or other seasonal factors. The wholesale price index of carpets is shown as a guide to the movement in prices.

1970 = 100

	Index of manufacturers' sales at current prices	Wholesale price index
1969	93	96.6
1970	100	100.0
1971	115	104.9
1972	135	111.7
1973	166	130.2
1974	179	153.1
1975	202	177.8
1975 Quarter ended September	180	180.2
Quarter ended December	242	190.5
1976 Quarter ended March	220	200.2
Quarter ended June	224	206.6
Quarter ended September	210	214.5
1975 July	167	179.2
August	176	179.6
September	198	181.7
October	232	189.0
1976 July	175	210.7
August	193	214.5
September	262	218.4
October	287	221.3*

* = provisional.

Tel. 01-212 0017 or 01-212 6474.

Business Monitors

The following titles and issues of Business Monitors are now available:

Production series

Monthly at £3.06 each per year post free:

PM 332 Metal-working machine tools for October 1976
PM 33-36 Engineering (volume indices of sales and orders) for September 1976

Quarterly at £1.00 each per year post free:

PQ 239.1 Spirit distilling and compounding for third quarter 1976
PQ 276.1 Synthetic resins and plastics materials for third quarter 1976
PQ 277 Dyestuffs and pigments for third quarter 1976
PQ 339.1 Mining machinery for third quarter 1976
PQ 370 Ship and boat building, repairing and marine engineering for second quarter 1976
PQ 421 Narrow fabrics for third quarter 1976
PQ 469.2 Miscellaneous building materials and mineral products for second quarter 1976
PQ 399.5 Drop forgings, etc, for third quarter 1976
PQ 399.10 Metallic closures for third quarter 1976
PQ 445 Women's and girls' light outerwear, lingerie, infants' wear, etc, for second quarter 1976
PQ 449.1 Corsets and miscellaneous dress industries for third quarter 1976
PQ 492 Plastics floor coverings, leathercloth, etc, for third quarter 1976
PQ 496 Plastics products for second quarter 1976
PQ 1005 Office equipment for second quarter 1976

1973 Report on the Census of Production (price including postage shown in brackets):

PA 1001 Introductory notes (£1.09)
PA 101 Coal Mining (66½p)

Business Monitors in the Production series and Miscellaneous series and certain Monitors (nos. SD 1 and SD 6) in the Service and Distributive series, are normally available by annual subscriptions from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Library at the Business Statistics Office, Newport, Gwent NPT 1XG (tel. 0633 56111, ext. 2973; telex 497121 – answer back BSON PT G) from which a complete list of the titles of Business Monitors is available on application. Back issues of the monthly and quarterly Monitors cost 37p a copy post free. Please send payments for all orders below £5. The annual Monitors are individually priced and the cost of these will be supplied on request. Exceptionally, copies can also be purchased over the counter at the Department of Trade's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU.

Selective assistance under section 8 of the Industry Act 1972

Ferrous Foundry Scheme

The table shows offers of £5,000 or more made since 1 January 1976 under the Ferrous Foundry Scheme against which a first payment to the company concerned was made in the period 1 October to 31 December 1976.

Region and company	Amount of assistance committted (£)
East and West Midlands:	
G. Clancey Ltd	45,750
Wellman Incanite Foundries Ltd	201,850
Chamberlin and Hill Ltd	85,625
Bradley and Foster Ltd	171,000
Scotland:	
Tayforth Foundry Ltd	62,550
Jones and Campbell Ltd	200,150
A. Ballantine and Sons	20,725
Dorrator Iron Co Ltd	16,600
Anderson Mavor Ltd	36,025
North:	
J. Stout and Sons Ltd	6,600
Clarke Chapman Ltd	33,000
Head Wrightson (Steelcast) Ltd	366,500
N. Downing and Sons Ltd	28,060
East:	
Ford Motor Co Ltd	148,000
Booth and Brookes Ltd	28,425
Brafe Engineering Ltd	6,775
Yorkshire and Humberside:	
Catton and Co Ltd	554,795
F. Wigglesworth and Co Ltd	9,775
David Brown Gear Industries Ltd	51,500
South East:	
Thomas Seager Ltd	133,450
South West:	
Lewis and Hole Ltd	74,050
North West:	
Heavy Wallwork and Co Ltd	40,210

Clothing Industry Scheme

The table shows offers of £5,000 or more made under the Clothing Industry Scheme against which a first payment to the company concerned was made between 1 October to 31 December 1976.

Company	Amount of assistance committed	Type of assistance
P. Shapira Ltd	£7,346	Grant
Polikoff Universal Ltd	£16,504	Grant
Jessops (Tailors) Ltd	£11,176	Grant
F. W. Harmer and Co Ltd	£7,530	Grant
Jacob E. Goodman and Sons Ltd	£9,573	Grant

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A = annually M = monthly Q = quarterly 6M = every six months.

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(*see also* Overseas trade of the UK)	
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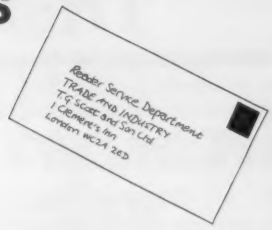

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